



Connecticut **INDUSTRY**

**FEBRUARY
1947**

25th YEAR OF PUBLICATION

NO FREE RIDES . . .

NO FREE LUNCHES . . .

"Communism is a philosophy that denies the existence of God, and demands the destruction of personal liberty, economic freedom, religious freedom and the dignity of marriage.

"Let's get away from the fool idea that life offers any free rides or any free lunches. If the individual abandons reliance upon himself, he transfers his dependence upon someone else. He cannot do that except by acquiring a master, losing his independence and, in the end, his freedom."

Paul H. Griffith,

National Commander, American Legion

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Connecticut INDUSTRY

MANUFACTURERS' ASSOCIATION OF CONNECTICUT, INC.
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L. M. BINGHAM, Editor

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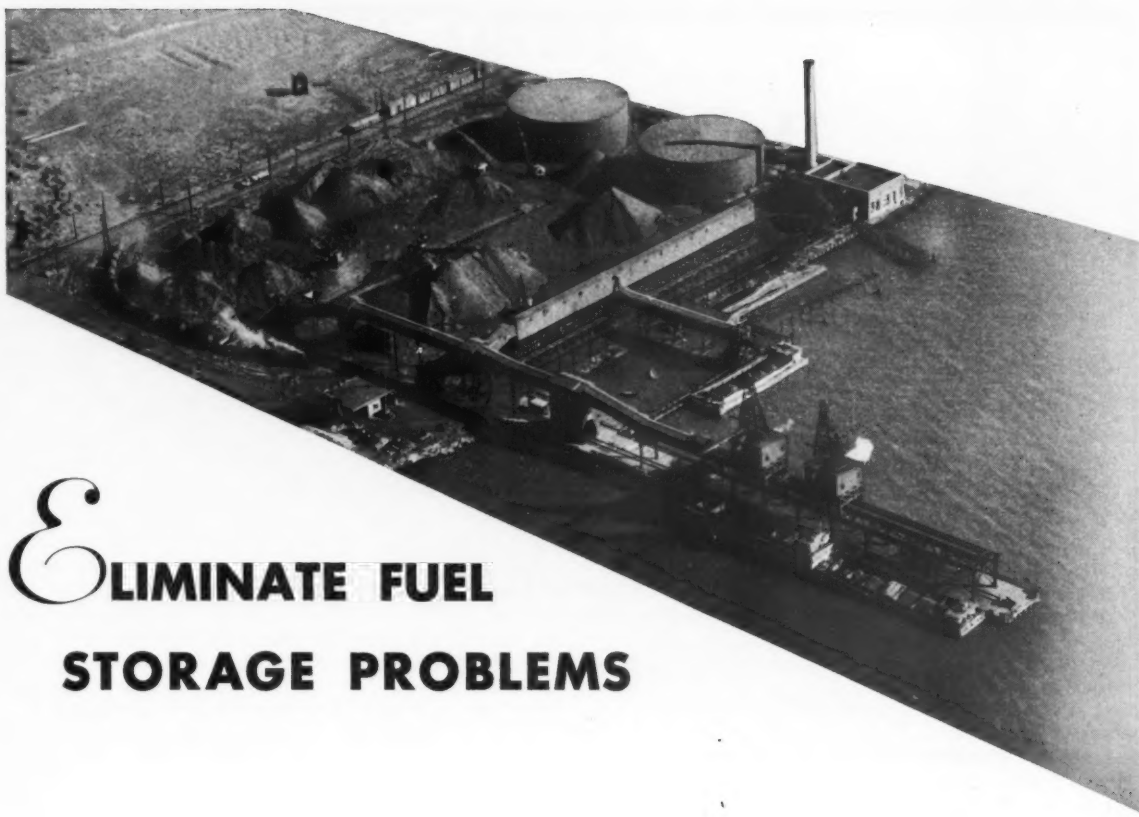
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For 30 active years our Senior Executive has been "*SELLING*" Management to Workers in many diverse industries.

Sitting in with a workers' committee twice monthly—he gets across to those representatives and through them to the entire organization the simple economic truths of production, the first and basic truth being—You've got to "give" before you can receive.

The Score—no strikes—no lock-outs—production stepped up over 25%—many instances to 40%. This unbroken record of outstanding successes was made possible by virtue of our INCENTIVE PLAN for salvaging Labor and Material waste. The savings resulting from friendly cooperation are divided equally between company and workers. It is not a profit-sharing plan.

Here are the fundamentals:

1. Ascertaining just and accurate standards (yardstick) for measuring savings and calculating reduced costs—resulting from the cooperative effort.
2. The plan is then explained to all employees—the business venture outlined—the waste visualized—the possibilities pictured—by an Administrator whose job is to install the plan and guide its operation.

The plan works because:

1. It is economically sound. Wealth is created before it is shared.
2. When your worker has a stake in what he is doing he will put the whole man on the job. That's human nature.
3. Savings require vision—vision ahead of one's job and behind it. Workers can see waste a long way off through a Dollar Bill.
4. Costs are largely made up of details and the man next to the details is the worker.
5. INCREASED PRODUCTION of improved quality is a big factor in our plan. The workers soon realize it can be secured only by complete zeal and voluntary cooperation.

On what it depends for success:

1. It must be built on top of good wages and working conditions.
2. The measure of success achieved is entirely up to the Administrator. His job is to sell the plan and keep it sold. Meet with a Workers Committee biweekly—give them the score—show them the slips and how to make further gains—keep up the interest. It's a man-sized job.
3. You may expect superior results only under a system which assures fairness and justice—and under an Administrator who honestly practices both.

Our Administrator acquired his training the hard way: timekeeper at 16, Executive V. P. and General Manager of a nationally known industry at 28. He is friendly, fair, fearless, and human.

Your invitation to have him call and tell you personally what he can do for your organization will entail no obligation.

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THE DRIFT From Moral Law

By EDWARD INGRAHAM, *President*



IN December 1921 Calvin Coolidge, then Vice President, delivered an address in Montpelier, Vermont in which he said in part:

"We are the possessors of tremendous power, both as individuals and as States. The great question of the preservation of our institutions is a moral question. Shall we use our power for self-aggrandizement or for service? It has been the lack of moral fibre which has been the downfall of the people of the past."

What Mr. Coolidge said then is fraught with even greater significance today than in 1921, for it is my personal conviction that the moral fibre of the nation has been deteriorating steadily during the past 15 years and now stands at a low point in American history. Let us look at the historical background of the moral law as distinct from statutory law.

It appears that we have nearly completed a long cycle in human history which had its beginnings in ancient Greece when many philosophers began to recognize the moral or natural law as unchangeable and above laws made by men. The doctrine of these philosophers, which was held up to the same scorn and abuse which it encounters today, was later transmitted through the Stoics to become a part of the Roman law. The basic principles of this natural or moral law were materially strengthened and made more dynamic through their dramatization by Jesus of Nazareth and by the teachings and writings of the early Christian fathers.

Then in the 18th century the doctrine of moral law came into full bloom in this country, notably right here in Connecticut, with its incorporation into the Fundamental Orders, and later into the Declaration of Independence, the preamble to the Constitution and the Bill of Rights.

It is a sad paradox that at a time when our traditionally democratic country is beset with so many fears which are best resolved by the application of moral law, the prevailing teaching of so many of our political and legal philosophers is essentially anti-democratic, anti-moral and totalitarian. That teaching simultaneously denies three essential elements of democracy and affirms three essential elements of totalitarianism. First, it denies that there is a moral law which is inherent in human nature and which is therefore unchangeable and to which all man-made law, to be valid, must conform. Second, it denies that by virtue of this law man possesses certain rights which are inherent and inalienable and therefore superior to the authority of the state. And finally, it denies that the purpose of government is to secure these inherent and inalienable rights to the common man.

At the same time the teachings of these present day political and legal philosophers assert: 1. That because there is no immutable principle of human conduct, there is no ultimate standard of justice and the lawmaker is respon-

sible to nothing but his own unfettered will. 2. That since there are no natural rights, all men's rights come to him from the state. 3. That since man possesses no natural, inherent rights, the purpose of the government is not to secure such rights, but rather the purpose of man is to serve the state.

Perhaps the briefest reason for our moral deterioration is to be found in the writings of Montesquieu, who said, "The beginning of a nation's decadence is when it loses sight of the principles upon which it was founded." In the case of this country, they are the principles of the moral or natural law, the basic element of which is that man, by virtue of his nature, has an awareness of right and wrong. With respect to man's social conduct, the chief principle of this doctrine says, "Do good to others, harm no one and render to each his own."

This nation was well grounded in the moral law by men of tough moral fibre, but that fibre has been declining under the continuous onslaught of anti-democratic and totalitarian teachings of political and legal philosophers, particularly in recent years. The form of our many new laws still expresses the desire to promote the common good, but the substance has fostered class hatred, turmoil and a desire on the part of ever increasing numbers of our citizens to get more and more for performing less and less service. Through our laws and the administration of these laws the people have been pampered and their moral fibre weakened. Instead of helping the weak to gain strength, our laws, their administrators and now our courts have combined to undermine the strong, while making the weak weaker, by means of a complete reversal of our original theories of democratic government based on moral law.

The issues are clear. Industrial management and our leaders in government have a grave responsibility to fulfill by reminding our people of the moral foundations which made this nation grow and prosper and which alone will permit the fulfillment of its destiny as the world champion of individual freedom for all men. This can be accomplished best by management and government leaders setting an example of honesty and integrity which will mesh into our original concept of individual freedom based upon moral law. Unless the people again understand the privileges of personal liberty and are willing to make sacrifices to maintain freedom, they will allow our nation to continue its drift toward a totalitarian state.

Industry's New Trouble-shooter: The Public Opinion Poll

By JOSEPH C. BEVIS, Vice President, Opinion Research Corporation, Princeton, New Jersey

"I WISH I really knew what the public thinks about my company."

A few years ago business executives used to make such a statement in a wishful tone of voice without any idea of how to find the answer. Today, because of the development of public opinion polls, the executive knows that he can call in a professional research organization to find out what the public, or his employees, or his dealers, or his customers think.

As at no previous time in the history of our country, public opinion is asserting itself in the policies of many of the largest and most important industries in America. Scientific sampling of public opinion is being used today by ever-increasing numbers of businesses and industries in every conceivable phase of public relations, consumer relations, and labor relations.

For example, many companies make yearly audits of employees' attitudes and opinions to find out whether morale is going up or down and, of equal importance, *why*. What do workers think of their rates of pay, their working conditions, their chances for advancement, their foremen? Do they think the management of the company is on its toes, is interested in the welfare of the employees, is turning out a good product? Do they believe the company is making a big profit? (In the nation at large, workers' ideas of their companies' profits are grossly exaggerated.) Is it generally believed that the company can afford a sizable wage increase without an advance in prices?

These and many other questions are being answered every day on the basis of employee attitude studies. With the facts on what the workers think at hand, management can make decisions much more intelligently than before.

There are many other examples of how opinion research is being used to aid industry. In the movie industry, public opinion sampling is being used to determine what stories to produce, what stars to put in them, what titles to use, and even how much the pic-



JOSEPH C. BEVIS

ture will probably gross so that the budget can be fixed accordingly.

Surveys are used by radio advertisers to evaluate the comparative price of radio time according to the listening potential, to determine the stations and networks that have the biggest audiences, to rate individual programs according to their audience pulling power, thereby establishing whether they are getting full value for the money spent.

Another use of public opinion sampling is to test the effectiveness of advertising. Advertising is an integral part of the American picture. Everyone advertises. Some advertising is simple product advertising. If the Zilch Company spends a million dollars advertising its Widgets, the sale of Widgets provides some measure (although not an infallible one by any means) of the effectiveness of the advertising.

However, many firms today spend millions of dollars promoting good will or ideas rather than products. Public reaction and acceptance of this type of advertising is not directly reflected by sales figures. But opinion surveys provide these companies a means of measuring the amount of indoctrina-

tion they have been able to achieve through their campaign.

Opinion Research Corporation has developed a special technique for asaying the likes and dislikes of the public in regard to style and design problems. This technique is applicable to many fields and has been used on numerous products. A radio manufacturer, for example, is able to tell in advance what style cabinets will sell the best, what features the public will like and in what price ranges he should market his radios. This saves him a lot of expensive guessing, allows him to market products which he is almost certain the public will accept, and puts him a jump ahead of his competitors.

This same formula has worked for a rug manufacturer. By presenting new rug designs, public opinion sampling is able to tell the rug manufacturer which designs will sell, the potential sales volume for each design, what price ranges in which to manufacture each of the patterns, and even what part of the country will prove the best market for each pattern. This saves him thousands of dollars in setting up his looms, and it enables him to exploit thoroughly the potential value of his good patterns without waiting for initial sales to give him the lead. Also, since he markets no poorly selling items, retailers are unusually enthusiastic about handling his products.

Market studies enable a brewer to compare the consumption of his product with competitive beers, discover the factors which influence the sale of beer, what advantages his competitors have over him, what outlets he is overlooking, what type of bottling or packaging is preferred under what conditions, and what sales outlets are best for what type of consumer. In addition, he learns who his consumers are by sex, age, and income group, and who the consumers of his competitors' products are.

A vacuum cleaner manufacturer is able to determine the degree of satisfaction with his product, to discover what sales approaches are most effective, how people would prefer to

finance their vacuum cleaner purchases, how better to satisfy the customers with his repair program, and what his competitors are doing sales-wise.

A local transit company has a survey made to measure public good will, or the lack of it, toward the company. With a reliable picture of what the total public thinks, the company is able to evaluate in proper perspective the complaining letters they receive from cranks. They discover what features of their service are most in need of improvement, how their drivers measure up in the public eye, and exactly who are the people who use their buses, how often, and for what purposes.

Nearly everyone is familiar with the Gallup Poll or The Fortune Poll, which publish findings in newspapers or magazines for the interest and information of the general public. These polls, dealing principally with matters of national interest or importance, have accurately predicted three presidential elections and many local contests.

Modern polling has come a long way since the early straw vote days. The success of present-day polls is based on several factors. The most important is the composition of the sample or the kind of people interviewed. A representative sample will be a miniature of the total population. It will contain the same proportion of rich and poor, young and old, farm residents and city dwellers, union members, various occupation groups, and Democrats and Republicans as the total population of the country. Thus people from every walk of life are represented in just the proportions they occur in the general public. If the people interviewed are representative of the entire public, then the way they vote, the opinions they hold, and the products they use reflect within very reasonable limits of error the vote, the opinions, and the products used by the total population.

Another important factor in reliability of a survey is the way the questions are asked. On issues where most people have definite opinions, it is very difficult to influence the responses even when the question is heavily "loaded" in favor of one side of the issue. This has been demonstrated many times. But where opinion is relatively uncrystallized, a slight change in wording

or phraseology can have material influence on the results.

No businessman who is looking for factual guidance wants anything but the truth, as nearly as the truth can be ascertained. To guard against unreliable results in an attitude survey, the businessman's best protection is to employ only top-flight research counsel whose ability and integrity are unquestioned.

Additionally, it is necessary in an opinion survey that all the questions be couched in language which, insofar as possible, is easily understood by everyone and means the same thing to all people. This ordinarily precludes the use of five-syllable words and, in national surveys, idioms that are peculiar to one locality. It is a never-ending struggle to find ways to ask questions so that they mean the same things to all people.

A further consideration in wording questions is to eliminate "prestige" factors which color the results. It was found in one survey, for example, that when the question was asked, "Did you pay cash or buy on the installment plan?" practically no one would admit to being unable to pay cash. But a change in wording in the next survey brought the results in line with the actual sales figures on the product. The new wording was: "A lot of people buy their ——— on the installment plan. Do you happen to remem-

ber how much your monthly payments were?"

Even well-worded questions do not obtain reliable results unless they are asked in the proper sequence. For example, if "Do you listen to the Bob Hope program?" is asked first and then, "What is your favorite radio program?" it is obvious that the first question has suggested an answer to the second. However, if the questions are reversed, neither is subject to influence.

The personal interview method is much more reliable than a mail survey. Except on a few special types of problems, reputable research organizations do not use mail questionnaires. There are several serious flaws in mail polls, but the chief one is that all groups do not respond to a mailed ballot in equal proportions. This means that the returns are not representative of the total to which the ballot was mailed. The results therefore can be seriously biased, and the sad part of it is that the person who uses the results has no way of knowing the extent or the direction of the bias.

There have been cases where companies made certain important policy decisions on the basis of a mail poll when they would have adopted entirely different policies had they had information from a truly representative sample, which could have been obtained from a personal interview survey.



SCIENTIFIC SAMPLING of public opinion is being used today by ever-increasing numbers of businesses and industries in every conceivable phase of public relations, consumer relations and labor relations.

If You Had Been at Rockbestos on Family Day

THIS ARTICLE is a brief informal description of what a visitor would have seen had he visited the Rockbestos Company plant on Family Day, November 16 and 22.

IF you had been a visitor at Rockbestos on Family Day you would have had some real fun, learning something about the manufacture of permanently insulated wire and cable, and getting some ice cream, cake, and coffee—chocolate milk for the small fry—in the plant cafeteria.

Newspaper stories would have told you in advance what you were to expect. You would have been guided to the plant on Family Day by signs on street corners and telephone poles. The entrance to Rockbestos was flood-lighted, a big sign told you that today was Rockbestos Employee's Family Day, and arrows directed you to the parking field where police would assist you in finding a place to park your car.

You would have entered the Employees' Entrance to have a look-in on the first place any new employee sees as he starts work for Rockbestos—the Employment Office. There Employment Manager Alden answered questions about Rockbestos wages and working conditions. He would show

you, proudly, a long shelf of trophies won by Rockbestos athletic teams—teams sponsored by the Recreation and Athletic Association of the company.

The next swing on the tour would send you through Rockbestos' up-to-the-minute First Aid Room, where two nurses, Mary Jurgielewicz and Gertrude Trower, were on duty. One of the nurses probably would tell you, among other things, that they were preparing to give the new influenza vaccine to all Rockbestos employees who wanted it.

After a quick look at the Chemical Laboratory, you would be guided downstairs to the first floor where you would see the Receiving Department unloading wire and stacking up bales of asbestos. Just for the occasion some of the bales of asbestos were marked with neatly lettered signs reading "Russia," "Arizona," "South Africa"—indicating where the raw material came from.

Guides would direct you to the second floor where you would pass

through several departments showing you how the raw asbestos is converted into rovings and yarns and then applied to wires and insulated. When you were about one-third along on the route, you would meet Bill Sheehan, Rockbestos' safety engineer, who had

(Continued on page 28)

Key to Photos Opposite

1. **TROPHIES WON BY** Rockbestos athletic teams draw the attention of youngsters while the older folks are interested in what Employment Manager Dud Alden is pointing to on a board listing employee advantages.
2. **IT'S PRESIDENT** A. G. Newton's turn at the mike as Carey Cronan, special events announcer of WNBC, does the interviewing. To the left, Jimmy Milne, station manager, looks on.
3. **IT'S REFRESHMENT TIME** midway along the visitation route as guests are served by the regular cafeteria staff.
4. **PART OF THE LARGE** crowd on the second Family Day program is caught by the photographer as they pause to watch the wire baking operation.
5. **STELLA JABLONSKI** points out a function of the stranding machine she operates. To her left is Foreman Jimmie D'Anza and his brother-in-law, Navy Lt. Orlando Purdum, and on the extreme left is Employment Manager Dud Alden.
6. **SERVICE DE LUXE** as cafeteria attendant Alex Bowen brings seconds in cupcakes to a pair of smiling guests.
7. **JIMMY MILNE** of Radio Station WNBC is on hand to conduct a Vox Pop type of program and interview stranding machine operator Sophie Zielazinski. Visitors, employees, management—they all were represented on the program.
8. **FAMILY DAY COMMITTEE** Chairman Ed Heery (right) shows a piece of crude asbestos to his mother while his brother John and his wife, and Mrs. Atkins, a cousin, look on.
9. **SMILES ARE THE ORDER** of the day as Vice President and General Manager B. H. Reeves welcomes a family group into his office.
10. **LITTLE WOODEN MEN** who draw cable from a reel, flashing lights and flying sparks, helped to make this exhibit one of the big "crowd stoppers" during the programs.
11. **TWO DEPARTING VISITORS** receive their souvenir booklets from Farewell Committee members Dick Newton and Ellie Davis.



EDITORS VISIT ROCKBESTOS PLANT: (Sitting, in the usual order) Alex Javitz, *Electrical Manufacturing*; John L. King, *Power*; A. G. Newton, President; Julius C. Meier, *Electrical World*; Martin Wright, James W. Irwin Associates. (Standing) Harry A. Johnson, *Electrical Engineering*; Jack Moorhead, *Electrical Manufacturers Public Information Center*; L. M. Bingham, *Connecticut Industry*; Leroy Ferris, *Electrical Equipment*; B. H. Reeves, Vice President and General Manager; W. T. Stuart, *Electrical Contracting*; Ralph R. Richart, *Coal Age*; James F. Fox, J. W. Irwin Associates; G. A. Van Brunt, *Factory Management and Maintenance*; H. O. Anderson, Vice President in Charge of Sales; W. C. Armstrong, Secretary and Treasurer; and E. M. Heery, Advertising Manager.

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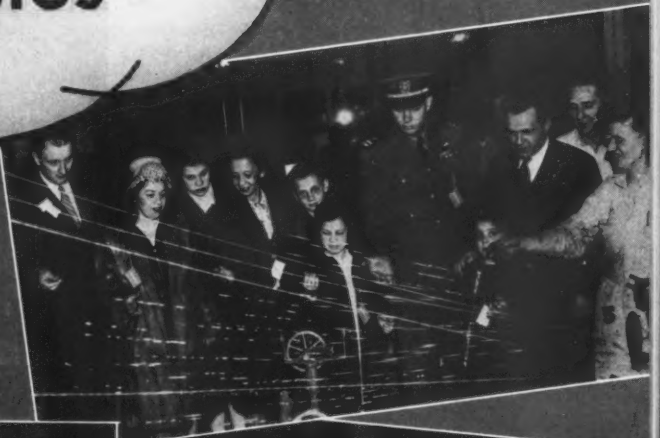
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FAMILY DAY AT ROCKBESTOS



Industry and The Boy Scouts of America

By HARRY L. HARRISON, Manager of Advertising and Public Relations, The Miller Co., Meriden

UNLESS INDUSTRY and business invest in training today for "freedom tomorrow" there will be no freedom in the future. This brief story about what one company is doing in youth training is worthy of careful reading, serious consideration and action.

THE dictionary describes *energy* as "the power by which anything acts effectively to move or change other things or accomplish any result." In the field of physics *energy* is "work and every other thing which can arise from work and be converted into work." Mental and physical *energy* are the vital forces of life. Their intelligent, dynamic, persistent use, under our system of free enterprise, has lifted American industry to an important position in the world economy. To maintain that position—to insure its stronger consolidating tomorrow—should be a matter of prime concern to American industry. One way to help to do that has not received the attention it should.

In the natural course of events, the industrial executives and workers of today will be on the sidelines tomorrow. Who will replace them?

The boys of today!

What is being done to fit them for the responsibilities which will fall upon their shoulders tomorrow?

The home influence. The school influence. The church influence.

Industry cannot directly help in any of these. But there is another influence which it can help—an influence which is achieving practical results because

ADOLPH RING, a worker at the Miller Company, Meriden, with his three sons, all members of the Miller Boy Scout Troop.



it goes right to the heart of the control and constructive development of energy—THE BOY SCOUTS OF AMERICA.



BOY SCOUTS on a tour of one of Meriden's industrial plants.

Very few business executives associate scouting with industry. A Scout troop is generally thought of as an arm or auxiliary of a church or civic organization. While many men connected with industry are serving on Boy Scout boards and as Scout leaders, the number of industries sponsoring Boy Scout troops is limited—very limited. Why? It costs practically nothing in money. Providing leadership and a Boy Scout troop meeting-room in the plant are the chief costs to industry.

Boys are bursting with energy, crying for use, principally in the company of other boys. A boy looks for this fellowship. Unless opportunities are provided for him to have it under wholesome conditions, he will find it in places where he is headed for trouble. There he will begin to form habits of wrongful use of energy which will increase with his growth. Scouting leads a boy, in company with his fellows, to the right, constructive use

of energy, and instills in him habits of self-reliance and leadership. Camping activity and advancement programs offering the opportunity of accomplishing objectives, develop in him qualities which will have a life-long value.

Take the Miller Company troop as an example—the first industrial-spon-

sored Boy Scout troop to be organized in Meriden in 1944, as part of the New England Scouts' "Growth Campaign." Sons of workers, and friends of sons of workers, joined the troop, which has had a steady growth. The boys were thrilled at "going to meeting" in a factory room where their fathers, mothers, sisters, or big brothers were employed. And the fathers, mothers, sisters, and big brothers are happy to know that the company they work for has more than an abstract interest in the young members of their families. Also, men who had never before participated in company activity outside of their particular work, assumed leadership to provide instruction and guidance for the boys.

The community also benefited as it watched with interest the activities of the Miller troop in company with other of the city's troops in the organizing of games, dances, shows, encampments, and summer activities.

(Continued on page 28)

Management and Motion Pictures

By PAUL A. BRAY, Vice President, Bray Studios, Inc., Norwalk, Conn. and New York

EDITOR'S NOTE: The Bray Studios, Inc. is a pioneer producer of educational industrial and educational films with a back log of 22 years' experience and many "firsts" to its credit. The company developed the animated cartoon, introduced the animated technical drawing and introduced the film slide type of projector and film. Photographs accompanying this article are from typical Bray productions.

AN audience at a sound motion picture receives 80% of its impressions by eye, and only 20% by ear.

The eye is not only more attentive and retentive than the ear, it is also quicker, keener, and sharper.

These conclusions were tabulated by the largest users of film in the world, our Armed Forces, after they found that their visual education program speeded up training more than 40%, and accomplished more in "attitude-changing" and "indoctrination" than all the words their officers and specialists could summon. In every phase, from how to operate and service radar to how to bake bread, operate a howitzer and install a latrine, the Army grew up and functioned on film. Every department, every service, every activity utilized film as an integrated part of its operations. In every department it paid off. And while it paid off handsomely in the training program, it paid off just as handsomely in public relations.

Why shouldn't motion pictures be just as carefully correlated with every activity of industry? Yes, every activity. Let's look at a few of them.

Training Operators; Time Study

There is no question but that films speed up tremendously the training period of operators—some manufacturers say as much as 75 per cent. For one thing, all extraneous noises and distractions are removed; the beginners sit in a room alone with the motion picture. There is no instructor present in the flesh, and the instructor whose voice is heard from the screen is always patient, skillful—and detached. The beginner is not embarrassed, even when the film is run again—and yet again—because after all he or she is only one of many.

Though there are a hundred neophytes in the audience, each sees each operation clearly—usually closer than would be possible in study of the actual



PAUL A. BRAY

machine, and often in large, revealing close-ups. The smallest piece of mechanism, the most exacting operation, can by microphotography be in-

creased from pigmy to giant size. By slow motion, complicated operations are followed step by step; and by stop motion (halting the operation) the controlling procedures in every operation can be held motionless before the eyes. If it is deemed necessary to show what goes on inside a piece of machinery, animated drawings will reveal to the beginner how the mechanism performs its hidden functions.

Where there are several different operations performed by different groups of operators, the film showing each operation can be removed and run over and over on a portable projector, right before the eyes of each group of trainees as they sit at their bench. It won't take them long to imitate the movements in the film. And remember—their training is standardized. The film never shows them a lazy way, a dangerous way, a wasteful way of doing that operation. It makes well trained operators out of beginners, and it makes trained operators *better!*

On that note I'll mention the time study film, which often can be photographed while the training film is being made. Nor that I recommend this



WHAT THE CAMERA SHOWED on the screen is in the circle; the larger picture reveals how the closeup was obtained. From the U. S. Office of Education job training motion picture, "Making a Master Developed Layout."



Why the clearance of .004?

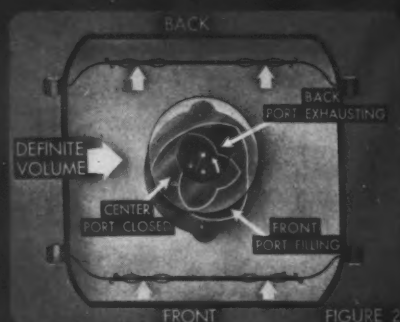


FIGURE 2



procedure. Generally the time study is more revealing when those in charge have only that object on their minds.

There is (I'm sure I don't have to argue this) no way of making a time study so satisfactory as with film. It eliminates differences of opinion among those making the study, and shows management and operators just how long it takes to do things this way—and that. I believe that no industry can make a well considered, well done time study on film and not get the cost back soon—and generally in jig time. The camera's eye sees all and tells all.

Introducing New Products

Now we bring in motion pictures made motionless—the slide film. In acquainting a new salesman with a product, or an old salesman with a new product, it is unrivaled. A few dozen or a few score still pictures can show the salesman the features of the product, and tell him its advantages. Significant details can be brought up into focus. If the instructor projecting the slide film wishes to remind his audience of some point made on a slide already shown, he can run the film back to that slide.

It can be silent, with captions lettered on each slide; or sound, with a narrator expounding each point made by the pictures, diagrams, graphs and text.

Of course a motion picture becomes necessary if we wish to transport the

TYPICAL FRAMES from slide and motion pictures illustrating the variety of teaching and educational uses to which training films are put. Top, reading down:

From the General Electric Co. (Bridgeport) sales training slide film on how to sell the G. E. vacuum cleaner.

Illustrating the adjusting of saw guides. From the U. S. Office of Education motion picture and slide film, "Sawing of Template Metal."

From the Sprague Meter Co. (Bridgeport) slide film, "Dry Positive Displacement Meters." Illustrating the action of the meter's oscillating valve.

Animated drawing illustrating the principle of the optical system of Navy binoculars. From the U. S. Navy orientation film, "Introduction to Optics."

From the Standard Machinery Co. (Providence, R. I.) motion picture "Swaging." Illustrating how swaging eliminates waste of material. The right hand tube evolved from that on the left.

From the Prentice-Hall motion picture "Thomas Natural Shorthand." A lesson in the new shorthand to prove to a class of teachers they could quickly pick up the simplified system. Picture started with seven year old child, and showed how shorthand foundation was natural writing habits acquired through school years.

salesman into the world of sales and sales resistance. The salesman sees another salesman, representing himself, meeting prospective customers, overcoming their reluctance to buy, their preference for another brand. Prospects unwilling to make up their minds, deciding it might be better to wait and consult husband or wife, or employer or specialist; prospects who wonder if a better product with additional improvements won't materialize later—all these and heaven knows how many other buying blocks are met and overcome by tactful handling on the part of the salesman, and his solid knowledge of the product he is selling. The salesman in the audience is experienced, by proxy, as he leaves the projection room.

When introducing new products to the trade, the salesman, whether he has his showcase on 16mm motion picture film or slide film, can easily take it with him and exhibit it with a light portable projector right in the office of the buyer.

Where color is an asset, products can be shown in their various shades. But if coloring is not a consideration, then black and white will render a sharper impression and show detail more clearly.

Service and Maintenance Films

The reputation of many a product rests upon the speed and skill with which, in time of need, it can be serviced, adjusted or repaired. And too many products, carefully and skillfully produced, find themselves among comparative strangers out in the critical consumer world. Too frequently the factory's understanding of the product does not extend to the retailer or agency, and his trouble shooters.

Again the slide film may suffice. If the agency has a projector (and it costs no more than a few feverish long distance phone calls), slide films covering every product and every emergency can be shown mechanics charged with the responsibility of keeping the products in top running condition. Each slide film is a tiny roll weighing, with its container, not more than an ounce. But it carries tons of know-how.

Public Relations

Now we are back in the realm of the motion picture per se, and in a region where it can work miracles of sympathetic understanding among employees and public.

Too many pictures labeled "public

(Continued on page 28)

Waterbury Companies, Inc. Gives Christmas Party

AN ACCOUNT of how one Connecticut company built for itself an extra share of goodwill at the Yuletide season.

AMONG the many plant parties held in Connecticut factories during the Christmas season, none represented a more genial brand of employee relations than Santa's visit to Waterbury Companies, Inc. This plastics and button manufacturing concern threw open the doors of its South Main Street plant to children and grandchildren of its employees. They gathered, 400 strong, on the morning of December 21st, for an elaborately arranged Christmas treat.

It is not uncommon for departments of manufacturing concerns to promote children's entertainments of this sort. But here was a whole company laying itself out to provide a memorable good time for all employees' youngsters who cared to attend. The age limits were three to ten, and from 9:30 to 12 on the Saturday morning before Christmas a rousing time was enjoyed by all.

Weeks of planning preceded the event and when the small guests arrived there were adequate wrap-checking facilities and a special corps of young women employees was on hand to shepherd the children into the gaily decorated factory room where the



THERESA PETTINICCHI, veteran employee, helps some of the youngsters find seats.

party was held. Rising bleacher seats were provided for those attending the party and the scene was dominated by a great Christmas tree and a huge fireplace.

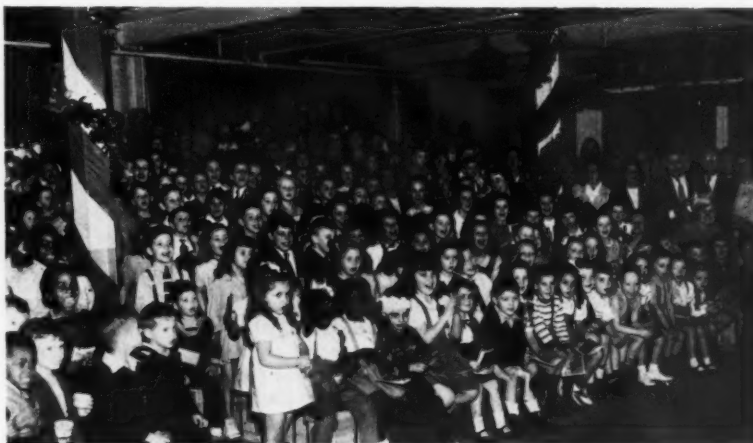
The climactic event of Santa's drop into the fireplace was preceded by a motion picture show and the passing around of ice cream and cookies. Warren F. Kaynor, company president,

made a speech of welcome which was warmly received and Marshall Hayward, in charge of production control, led the group in Christmas carols.

When Santa emerged from the chimney, some present noticed a marked resemblance between him and Marcel Doucette, member of the plant maintenance crew. And Santa proceeded to pass out Christmas stockings full of candy, coloring books, and gift boxes which contained a variety of small toys, some of them plastic novelties produced by Waterbury Companies.

All in all, it was a most enjoyable event and it is hoped to make it an annual affair hereafter. Personnel Manager Roger Rose was in charge of arrangements and his committee included Herbert Carder, Fred Wilson, Barbara Craft, Richard Kaynor, Martha Siebert, Oscar Doucette, and Walter Lowell.

SANTA DISTRIBUTES gift boxes which contained plastic toys manufactured by the company.



SOME OF THE 400 small guests who gathered at the Waterbury Companies children's Christmas party.

Connecticut's Industrial History

By R. SCHUYLER GOODWIN, Day, Stoddard & Williams, Inc., New Haven

ONCE again, in World War II, Connecticut lived up to its proud name of "Arsenal of the Nation." In every conflict in which our people have engaged, this third smallest state in the union has led all other states in the per capita production of goods of war. From its humming factories came great squadrons of fighting planes that gave our armed forces command of the skies, and the power units that drove our huge bombers in the great air offensive over Europe and Japan. From this small state came the submarines that prowled the Seven Seas and did more to destroy the fighting power of Japan than probably any other branch of our service. From Connecticut flowed the great majority of precision ball bearings that gave our country its superiority in machines of war. It was against the bearing industry of Germany that the Allied Air Command took its gravest risks, to destroy the most vital cog in the Axis military machine. From Connecticut again, as in World War I, poured an unending stream of automatic firearms and small arms ammunition. But most important of all, from this state came a large percentage of the precision machinery and machine tools that made America's great wartime industrial effort possible.

Connecticut's Contribution

Connecticut, as the birthplace of American industry, has contributed more to the mighty industrial empire that is now the United States than any other section of our country. The generations of manufacturing experience that form the background of Connecticut's industrial history are the heritage of our people—our factory workers and managements. This heritage is the source of the State's industrial greatness. It is difficult to conceive of Connecticut as ever having occupied a position of prominence in the production of iron and steel, but it was the discovery here of good grade iron deposits that led to early industrial developments in this country. The manufacture of iron and steel in Connecticut has long since ceased, although a modest output of high grade steel

continued nearly to the time of World War I. The discovery of large and easily mined iron ore bodies in proximity to coal deposits in other parts of the country spelled an early death to the iron industry in this state. The most important commercially workable iron ore bodies were located in the vicinity of Sharon, Salisbury, North Canaan and Litchfield. These discover-



R. SCHUYLER GOODWIN

ies were made about 1740. Among the pioneer ironmasters was Samuel Forbes, who operated an extensive iron works at North Canaan, and it was at Forbes' iron forge that young Ethan Allen worked for several years before organizing his company to colonize Vermont in 1769. At the beginning of the Revolutionary War, the Colonists turned to the Salisbury iron mines for their cannon and shot. Later, in the War of 1812, Connecticut iron mines supplied munitions for the American forces, and the anchors of the frigate "Constitution" were forged in Salisbury.

The proximity of iron and the experience of Connecticut craftsmen in the production of munitions led Eli Whitney quite naturally into the manufacture of firearms when patent infringements made his cotton gin busi-

ness unprofitable. The principle of interchangeable parts first applied by Whitney to the making and assembling of muskets is probably the greatest single contribution ever made to American industry. Thus, from the early efforts of Connecticut citizens to exploit the iron reserves of a section of the country notably lacking in the natural resources usually required for achieving industrial leadership, were created the circumstances leading to modern industrial development. The iron mills of Litchfield were utilized by Scovill in rolling the first brass sheets in this country. The proximity of iron in nearby districts led to the organization of the Collins Co. in Collinsville where the first axes and plowshares were manufactured. Utilizing the output of Connecticut's modest iron works, Yankee genius laid down principles of manufacturing which removed production from the home and small shop to the factory and established the State in a preeminent position in the field of metal working.

Early Colonial Period

The development of industry in this country was delayed several generations by British Colonial policy and its influence on American business persisted for nearly a half century after our political independence. During that period we were largely dependent on England for our raw materials, machinery, skilled labor and knowledge of manufacturing processes. The brass industry affords one of the best examples of the sort of difficulties encountered by the Yankee industrialists. As early as 1790 the making of brass buttons was begun by the Grilley brothers in Waterbury. This business, forerunner of the present Scovill Manufacturing Co., proved unprofitable because of competition from English buttons which possessed and retained a brilliant gilt finish. It was not until 1820 when an Englishman named Craft found his way to Waterbury with the knowledge of this gilding process that the button business began to flourish. The difficulties under which these early brass makers struggled to establish an industry were augmented by the fact that practically

no copper or zinc were then produced in this country. Zinc was imported from England and copper was gathered from the neighboring countryside in the form of old kettles, stills and pipe. Benedict & Coe, forerunner of American Brass, was the first to construct a brass rolling mill in this country, but in order to do so Aaron Benedict was forced to journey to England and smuggle out a mechanic skilled in the art of rolling brass. Although the pioneer Yankee manufacturers borrowed or smuggled most of their ideas from the English, they were forced to engage in an uphill battle with British and other foreign competition against such odds as appear insurmountable looking back upon them from our present vantage point in history. Lacking the methods and equipment to produce cheaply and efficiently, these pioneer Connecticut manufacturers developed an ingenuity, shrewdness and aggressiveness that have been popularly ascribed Yankee characteristics ever since.

Pre-Civil War Growth

The years between 1930 and the Civil War witnessed the birth of a large number of industrial concerns in Connecticut and was the period during which many business enterprises moved from the small shop into the factory stage. In the score of years following 1830, the railroad threaded its way through the State linking the growing communities to other populous regions. Finding a rapidly expanding outlet for their products, most of these modest individual businesses or partnerships were incorporated, many under the same name they carry today. The severe and lasting depression of the 1830's created a scarcity of capital and, during the first decade of this period, many of these enterprises underwent a series of reorganizations and changes in name. It was the same old story of the survival of the fittest and those concerns that emerged from the struggle were by force of circumstances established on sound and aggressive lines.

The brass industry had long been struggling for a foothold in Waterbury and, in 1838, there appeared a most momentous development in the form of the stamped brass movement for clocks. In this year, Chauncey Jerome manufactured the first successful brass movement in his shop in Bristol. The clock industry soon discovered that clockworks could be made more

cheaply in brass than in wood and were impervious to dampness. Thus, brass clocks could be shipped and sold in Europe at prices far below the cost of manufacturing clocks with wooden works. The exports of brass clocks increased rapidly and, by 1840, had become the most important export item to the brass industry. In 1842, Scovill began to make silver coated copper plates for daguerreotypes and soon became the largest domestic producer in this field. This led the company into the manufacture of photographic equipment and it was this Scovill division that years later merged with the E. & H. Anthony Co. to form Anthony & Scovill, forerunner of the present day Agfa-Anso. Many other brass firms were incorporated about the same time among which were Holmes, Booth & Hayden and Benedict & Burnham, later to join a group of companies to form the American Brass Company.

The Hardware Industry

In the little town of New Britain, several hardware concerns were being incorporated and launched on a career that was to build the town into a thriving city and the hardware center of the nation. Although the business of North & Judd was not incorporated until 1863, its founder, Alvah North, began making plated wire and wire products in 1812 and, by 1850, had added a broad line of harness and saddlery hardware to the enterprise. After many changes in partnership, the business of Russell & Erwin was incorporated in 1851 and became one of the first companies to specialize in builders' hardware. P. & F. Corbin Company, which was to combine with Russell & Erwin in 1902 to form American Hardware Corporation, was incorporated as successor to a business of twenty-years standing. Landers, Frary & Clark, now a leading maker of electric appliances and household articles, was established under its present name early in the 40's to make bolts, hinges and other hardware items. Throughout Connecticut small and large companies were springing up. The Mexican War brought popularity to Colonel Colt's revolver in the West and supplied great impetus to the manufacture of the Whitney and Sharps rifles. The J. B. Williams Company was distributing its famous Genuine Yankee Shaving Soap in all sections of the nation and the silver and britannia ware industry was find-

ing its home in Meriden and Wallingford with the founding of R. Wallace & Sons, Meriden Britannia and the numerous Rogers enterprises.

The Civil War ushered in the first Golden Age to be enjoyed by Connecticut manufacturers just as a half century later the first World War created a period of history making expansion and profits for the Yankee workers in metal. The War between the States taxed the manufacturing facilities of the State in the demand for firearms, bayonets, saddlery, hardware, camp equipment, machinery, ammunition and numberless other metal products. This great expansion of industry in Connecticut was brought to a temporary halt with Appomatox, but so firmly established and so capably managed were most of the companies that they quickly recovered despite the chaotic conditions that prevailed throughout the nation. By this time, Yankee industrial leaders had been well trained to cope with the frequent periods of depression that studded the last half of the nineteenth century. These years also witnessed the beginning of an era of corporate mergers. Such concerns as American Brass, Scovill, American Hardware, Stanley Works and Torrington assumed the form which has carried through to the present. The decade immediately preceding World War I was a period in which these important consolidations set the stage for a very prosperous era in the industrial history of Connecticut.

Machine Tools

One of Connecticut's great contributions to American enterprise has been the designing and manufacture of machine tools which translated the idea of interchangeable parts into modern large scale production and thereby increased the comfort and enjoyment of many millions of American people. Without the machine tool such things as the automobile, radio and electric refrigerator would be beyond the reach of the ordinary pocketbook. The earliest important demand for machine tools in this country came from the firearms and textile industries. During the nineteenth century, Connecticut assumed the leadership in the manufacture of firearms with such prominent concerns as Winchester, Colt's, Sharps, Remington and Spencer. The armories of these famous gun makers became the great training schools for skilled mechanics and from

(Continued on page 40)

NEWS FORUM

This department includes digested news and comment about Connecticut Industry of interest to management and others desiring to follow industrial news and trends.

THE ELECTRIC BOAT CO. of Groton announced recently the formation of a printing machinery division, organized for the purpose of manufacturing, merchandising and servicing graphic arts machinery.

Stuart E. Arnett has been appointed sales manager of the new division, with Harold Gegenheimer serving as supervising engineer. Mr. Arnett, former sales manager in the New York metropolitan area for Harris Seybold Co., has been associated with the printing and lithographing business since his early youth.

Mr. Gegenheimer formerly served as plant manager of Rutherford Machinery Division of the Sun Chemical Company.

In the firm's setup, the printing equipment division joins Elco division, wartime builder of the famous PT boats and peacetime producer of pleasure power yachts; electrodynamic division, manufacturer of special and standard electric motors and generators; commercial body division, builders of "armorlike" truck bodies, and the structural steel division.

★ ★ ★

CLOSER COLLABORATION between the advertising and public relations department and top management was advocated by Charles J. Al-

len, vice president and public relations director of the Connecticut Light and Power Company, in a speech made at the recent convention of the Southeastern Electric Exchange in Atlanta, Georgia.

Mr. Allen, who is also president of the Public Utilities Advertising Association, stated, "It's up to us as advertising and public relations men to help top management with the tools with which the advertising department is presumably best equipped—the use of words. Not the legalistic jargon of the dry-as-dust court room, not the florid lingo of the look-at-all-the-big-words-I-know school, not the pedantic wordage too often exalted in the class room as being in the best English tradition, but the language that Joe Gaspipe understands even though the grammar and syntax may be a little more orthodox, but not necessarily any the less colorful than Joe's every-day speech."

In Mr. Allen's opinion, advertising and public relations representatives should be included as part of the management team and given the opportunity of taking part in the policy-making decisions of management. "It is all a question of just how useful the advertising man is permitted to be and permits himself to be to top management," Mr. Allen said. "The opportunities are as limitless as can be."

The Cover



ONE OF THE FEW remaining covered bridges in Connecticut is Comstock Bridge which crosses the Salmon River in East Hampton. Photo by Josef Scaylea.

TWO NEW EXECUTIVE appointments have recently been announced by Howard S. Palmer, trustee and president of the New York, New Haven & Hartford R. R. Co. Dean F. Willey, assistant vice president, has been appointed vice president in charge of operating, maintenance and engineering, and Robert L. Pearson, operating vice president, has been made vice president, executive department.

Mr. Willey, a graduate of the Massachusetts Institute of Technology, joined the New Haven Railroad in June, 1920, as assistant engineer in the test department, and served in various positions until his present advancement.

Mr. Pearson, a graduate of Swarthmore College, entered the road's service in 1904.

PAPERBOARD SINCE 1850 — FOLDING BOXES SINCE 1895

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OFFICIALS OF PIONEER Parachute Company, Manchester, have recently announced the appointment of Col. E. Verne Stewart as director of product development.

Colonel Stewart, one of the world's foremost skilled technicians in parachute research, will supervise the research, developing, experimenting and testing of parachute and accessory equipment for Pioneer.

He was formerly chief of the Army Parachute Branch at Wright Field, responsible for engineering, research, experimental evaluations, and all related activities in connection with parachutes and associated equipment. He is a CAA licensed parachute rigger, and is certified as a master of parachute maintenance.

★ ★ ★

ANNOUNCEMENT has been made of the appointment of Raymond M. Page as manager of distributor sales of The Fafnir Bearing Company, New Britain. He succeeds Stanley M. Prior whose recent death ended a period of 27 years service with the firm.

Mr. Page joined Fafnir in 1929, handling the company's sales in the Pittsburgh area until 10 years ago when he became assistant manager of distributor sales. He was formerly associated with Ross Gear & Tool Company and the Roller Bearing Company of America.

★ ★ ★

THE RETIREMENT of Townsend H. Soren as vice president of the Hartford Electric Light Company and the Connecticut Power Company, effective the first of the year, brought to a close 30 years of active service with the Light company.

He joined the firm in 1916 following an association with General Electric Company and the Metropolitan Street Railways in New York, and in 1920 was elected vice president in charge of construction, a director, and a member of the executive committee.

A Harvard University graduate, Mr. Soren supervised the design and construction of the South Meadow steam generating station in Hartford and several major additions to that plant, as well as other generating plants, substations, transmission lines and related facilities of both companies.

Fred D. Knight has been elected to succeed Mr. Soren. He is a graduate of the University of Maine, and prior to joining the Light Company in 1941,

ARE YOU READY FOR THE KEEN COMPETITION AHEAD?

Recent wage increases, and the practical certainty of more to come, will soon eliminate profits for all but the low-cost manufacturers.

Higher prices can only delay this. Labor will be certain to demand higher wages proportionate to price increases. It is a basic economic truth—which has been all but forgotten during recent years—that in normal times high prices restrict markets, while low prices expand them.

The farsighted manufacturer will strive to put himself in a position where he will not have to rely on high prices for a profit. When the present backlogs of urgently needed orders have been used up, low prices—quality considered—will be the most effective sales argument against competitors.

Many manufacturers are doing just that today by modernizing their management controls—Wage Incentives, Job Evaluation, Production and Planning, Cost Systems, Foremen's Bonus, improved Manufacturing Methods, etc.—with the help of Plocar Engineers.

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PLOCAR ENGINEERS

served for many years as assistant superintendent and later superintendent of production of the Boston Edison Company.

Richard B. Curran of New London, vice president of the Connecticut Power Company, has been chosen to succeed John E. Lynch as financial vice president of the Hartford utility company.

Mr. Lynch, whose retirement was also effective January 1, had been in the company's service since 1897, when the company was in its infancy, and rose to responsible positions in the accounting department. He has been an officer of the firm since 1909, was appointed treasurer in 1924, and financial vice president in 1929.

Mr. Curran has served the Connecticut Power Company since 1914, in both the Middletown and New London divisions. In 1922 he was made assistant secretary, two years later was promoted to secretary and in 1933 was elected secretary-treasurer.

Other executive changes at the Hartford Electric Light Company include the retirement of Ernest S. Nutting as secretary-treasurer, after completing 48 years in the company's serv-

ice. He has been succeeded by Charles E. Poehnert.

Leonard D. Way, assistant treasurer of the company, also retired on January 1, after completing 45 years of service.

★ ★ ★

THE TEN YEAR CLUB of the Allen Manufacturing Company, Hartford, gained nineteen new members on the occasion of its fifth annual meeting recently. Nearly 100 present members, honorary members and guests attended the banquet at which retiring club president, Andrew Fransen, presided.

The new club members were presented with pins and certificates by James G. Osmond, executive vice president of the company. Special gifts were received by two employees who have served the firm for 15 years, and three 20-year pins were awarded.

★ ★ ★

PRESIDENT HAROLD J. RITTER of the Norma-Hoffmann Bearing Co., Stamford, resigned that post recently, and also retired as chairman

of the board of the Precision Bearing, Inc., Los Angeles.

Mr. Ritter joined the Stamford company in 1916, and in 1936 was elected vice president and a director. He has held the posts of president and treasurer since 1945.

An operating committee headed by Percy Butchard, London, England, was appointed by the board to carry on the operation of the company.

★ ★ ★

THE PROPOSED ADDITION of tractor manufacturing to the operations of the Waterbury Tool Division of Vickers, Inc., Waterbury, was announced recently by Charles H. Granger, vice president and general manager.

Although the vice president's announcement did not reveal the expected scope of the new production program, the project is scheduled to be carried out in the East Aurora Street plant purchased by the company from the War Assets Administration. The plant was built during the war by the Navy for use by the Waterbury Tool Division in the construction and as-

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SAND-CENTRIFUGAL
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HAMPDEN BRASS & ALUMINUM CO.

SPRINGFIELD 1, MASS.



sembly of hydraulic transmission devices for combat ships.

★ ★ ★

AN INSTITUTE of labor-management relations has recently been established at the University of Connecticut, Storrs, under the direction of Myron Clark of Boston, former official of the United States Rubber Company.

In his announcement, University President Albert N. Jorgensen revealed that the institute would offer several types of services to employers, employees and other interested citizens and that credit and non-credit courses, one and two-day conferences and seminars have been planned.

Mr. Clark has taught courses in the principles of management at the University and at Massachusetts State College, Boston University and Yale. He is a past president of the American Society for the Advancement of Management and was a panel member of the New England War Labor and War Production Boards.

★ ★ ★

TWO NEW VICE PRESIDENTS, W. H. Lantz, Jr., of Hartford, and Rey F. Frenger of St. Louis, have been elected by Federal Electric Products Company's board of directors, according to a recent announcement by L. W. Cole, president.



W. H. LANTZ, JR.

Mr. Lantz, who joined the company in 1941, will be executive head of the Hartford division where he has been stationed as general manager. As chief engineer for Federal from 1941 to 1945, he was instrumental in developing numerous electrical control devices such as panelboards, double throw switches, Federal Rolarc switches and other items. He was formerly chief design engineer for American Electric Switch Corporation, and design and

Revolutionary new system speeds office dictation!

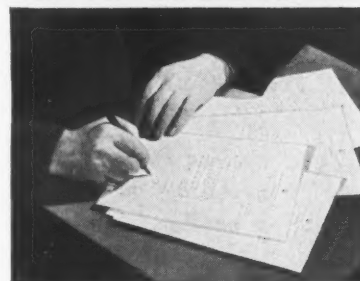
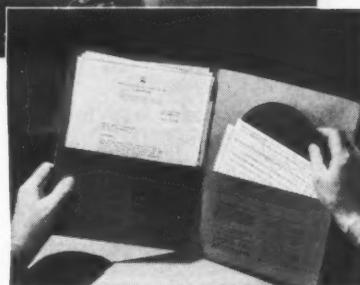


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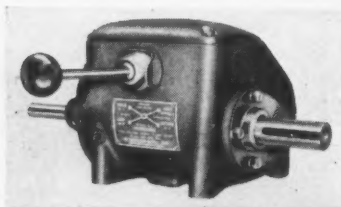
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and install individual
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WESTERN SPEED REDUCERS
BROWNING PAPER PULLEYS

project engineer for Wadsworth Electric & Mfg. Co.

Mr. Frenger joined the company in August, 1946, and will be in charge of the William Wurdack division in St. Louis.

★ ★ ★

NOT TRULY A "NEW" Connecticut product, but one which is daily being adapted to new uses in industrial and construction fields, "Blue Diamond Mix," a development of The New Haven Trap Rock Company, has an interesting background which reflects the ingenuity of Connecticut industry.

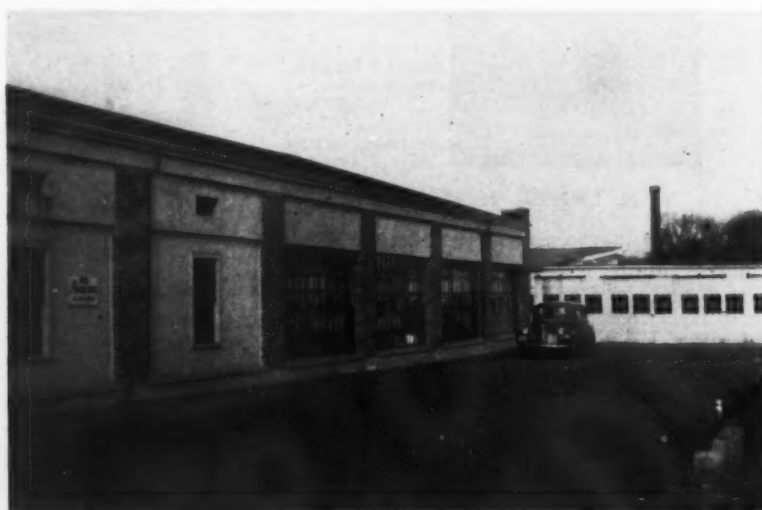
The thousands of tons of trap rock screenings which accumulated with each year of quarry operations at the New Haven company were viewed by engineers as a perfect material for durable, low cost pavements. Experimentation and exhaustive research led to the development of a method of individually combining particles of stone dust with asphalt to produce a dense, tightly knit asphaltic concrete.

The state's transportation facilities have been the largest beneficiary of the large-scale production of Blue Diamond Mix by the New Haven company. In many of Connecticut's important highways, and on the runways



(Above) **BLUE DIAMOND MIX** at a 300° temperature being dumped—with a roller standing ready to compact the area after it has been raked.

(Below) **THIS PARKING AREA** of the Southern New England Telephone Company, Middletown, shows a completed Blue Diamond job.



of its larger airports, Blue Diamond Mix has met its test well.

Connecticut industry has adopted the surface mix for factory floors, store-rooms, loading and parking areas, paths, sidewalks and a countless number of specialized applications. In each, the pavement has proven impervious to acids, alkalis and chemicals.

★ ★ ★

THE YALE & TOWNE Manufacturing Company, Stamford, is completing plans for the largest market expansion program for its builders' hardware products in the firm's 79-year history, according to Mark A. Miller, assistant general manager of the Stamford division, who is directing the campaign.



MARK A. MILLER

Using the results of its recent intensive national market analysis as a basis, Mr. Miller has revealed that the new marketing program is predicated on the theory that the country's largest market for building materials to equip the millions of housing units it is estimated will be constructed during the next decade will be the small towns of under 50,000 population.

The small town retail lumber dealer will be an important factor in the extensive program which is planned, according to Mr. Miller, who explained that the lumber dealer is in a key position to provide the widest distribution of builders' hardware because of the growing tendency toward buying building materials from as few sources as possible, the close relation between lumber and hardware products and the well established position which the average lumber dealer holds in his community.

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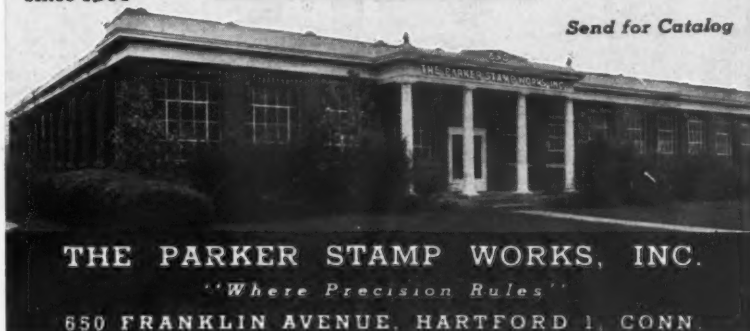
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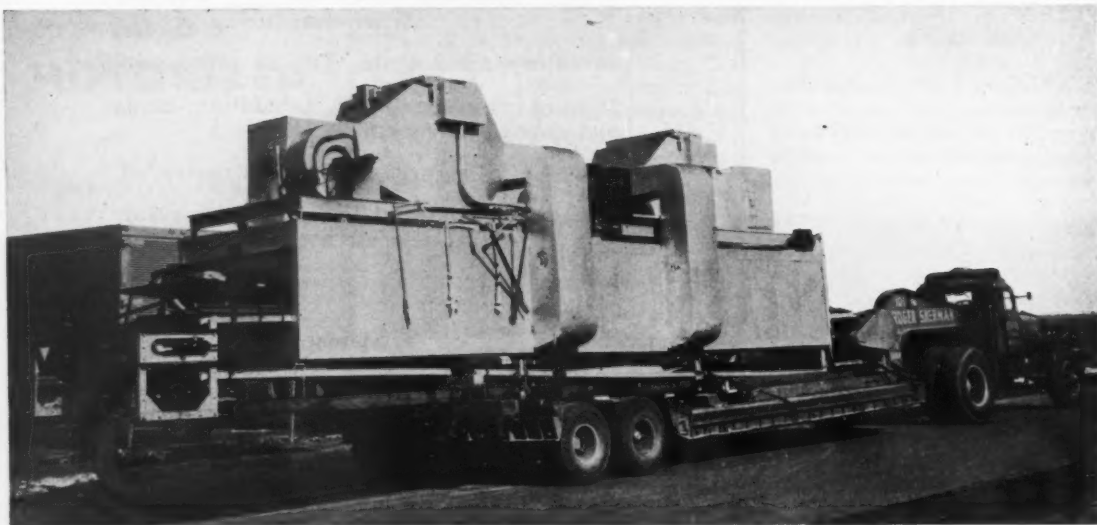


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marketing manager of the company, is now completing a program to provide specially designed sales aids for the retail lumber dealer that will help him establish profitable conditions for the distribution of builders' hardware.

★ ★ ★

ROBERT STAFFORD EDWARDS, president of Edwards and Co., Inc., Norwalk, was elected president of the National Electrical Manufacturers Association, succeeding R. L. White, president of Landers, Frary and Clark, New Britain.

Mr. Edwards, whose election took place at the group's 20th annual meeting, has represented his company in NEMA since 1933, and a year ago was elected treasurer and a member of the association's board of governors.

In 1921 he joined the Edwards company which was founded by his grandfather in 1872, and in 1929 was made vice president, rising to the presidency in 1936, following the death of his father.

★ ★ ★

ALBI CHEMICAL Company, Inc., manufacturers of a new fire-resistant paint developed during the war and

used extensively by the Army, recently moved its factory to Hartford from Elizabeth, New Jersey.

Benjamin B. Kaplan of West Hartford, executive vice president, was formerly professor of chemistry at the University of West Virginia. I. Alembik of New York, who introduced a mildew-proof paint for large scale use by the armed services during the war, is president of the firm.

The product is known commercially as Albi-R, and is produced in powder form for mixing with water before application. Company officials have stated that in numerous tests by domestic and foreign laboratories, the product has been reported to be the only coating material of its type on the market listed and classified as to fire hazard.

The fire-resistant paint may be applied on new wood, plywood, wall-boards or other interior surfaces, or over old paint, and will not lose its fire resisting qualities when used as an undercoat for other paint. The company plans to broaden its field to include industrial and commercial uses, and will conduct nationwide distribution from its new Hartford plant.

R. C. GRAVES, vice president of Trumbull Electric Manufacturing Co., Plainville, recently announced the appointment of Lester C. Watson of New Britain as eastern sales manager, and Frank M. Oglee of Madisonville, Ohio, as central sales manager.

★ ★ ★

ELECTRIC RATE CHANGES which will reduce the revenue of the Connecticut Light and Power Company by about \$500,000 a year have recently been authorized by the company's board of directors.

According to President C. L. Campbell, the new rate, effective on January 1, will apply to a number of commercial and small power customers and to some residential customers whose rates have been adjusted so that an increased amount of electricity will be available for the minimum monthly bill.

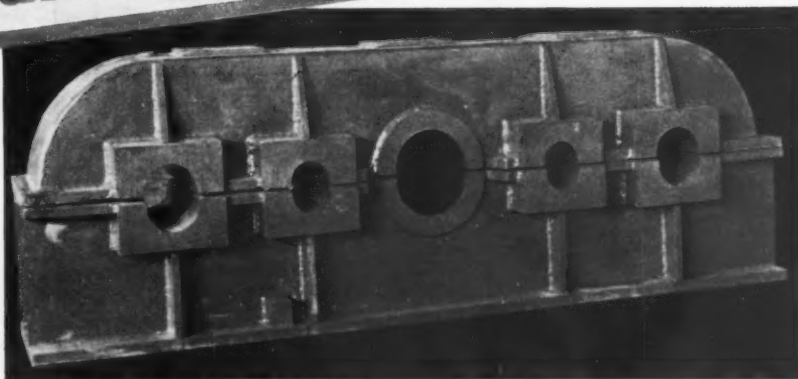
★ ★ ★

THE PRESIDENTIAL Certificate of Merit was recently awarded to Henry F. McCarthy of New Haven, executive assistant to the president of the New York, New Haven and Hartford Railroad Company.

Steel Plate Fabrication

GEAR CASE

does mean
Quality
Weldments
... lower Costs!



In New England, Avery and Saul proves this premise every day, meeting industrial requirements for steel plate fabrication with the most advanced methods of flame-cutting and arc-welding creating

lighter, stronger, superior weldments in the process.

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To YOU who use Printing

CONNECTICUT PRINTERS, INCORPORATED, has been formed to give a better and more complete service to the customers of two long established firms, *The Case, Lockwood & Brainard Company* and *The Kellogg & Bulkeley Company* of Hartford. As divisions of CONNECTICUT PRINTERS, INCORPORATED, each will retain its identity and continue to give the services which have attracted and held its customers. Consolidation will make available to the customers of each a broader range of facilities and abilities to make their jobs efficient and attractive. Letterpress and lithography "under one roof", as it were, means the advantages of both processes when and where each is indicated for the utmost in efficiency and effectiveness in your work. We pledge ourselves to continued progress in the flexibility of our service to customers.

Connecticut Printers, Incorporated

85 Trumbull Street Hartford, Connecticut

Printing Division

CASE, LOCKWOOD & BRAINARD
85 Trumbull Street, Hartford

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KELLOGG & BULKELEY
419 Franklin Avenue, Hartford

Mr. McCarthy was cited for "outstanding services since January, 1942, in various capacities with the Office of Defense Transportation and as the first director of ODT railway transport department from April, 1944, until after the end of the war."

★ ★ ★

R. J. BENNETT, vice president and general manager of The Connecticut Company, is the new president of the New Haven chapter of the National Safety Council.

Mr. Bennett is a member of the traffic and parking committee of the New Haven Chamber of Commerce and for many years has been active in the promotion of street and highway safety.

★ ★ ★

CHARLES W. DEEDS, president of Niles-Bement-Pond Company of West Hartford, recently announced the merger of the Chandler-Evans Corporation, wholly owned subsidiary, with the parent company.

Mr. Deeds revealed that the change in corporate structure will not affect the operation of the business, which is located at the plant of the parent company in West Hartford.

B. H. Gilpin, vice president and general manager of Chandler-Evans, has been named a vice president of Niles-Bement-Pond, and will continue as general manager of the division now known as Chandler-Evans Division, Niles-Bement-Pond Company.

★ ★ ★

THE RECENT CONSOLIDATION of the three plants of the Bush Manufacturing Company, into the new plant located on South Street, West Hartford, has effected a personnel reorganization under which Frank T. Carney, works manager, has become assistant secretary.

Joseph F. Fagan, former superintendent of the Wellington Street plant, has been appointed methods development engineer and assistant to the works manager.

Harry C. Kromas, former superintendent of the Capitol Avenue plant has become manufacturing superintendent.

The company has been engaged in the production of heat transfer equipment for 39 years, and produces, as well, products for use in the commercial refrigeration and air conditioning field.

ADDRESSING the Boston Chamber of Commerce recently, Alfred P. Sloan, Jr., chairman of General Motors Corporation, warned that the "American people must choose between labor monopoly and the democratic system of free enterprise," and outlined ten steps to correct existing inequalities which now place labor in a dominant position in our nation's economic structure:

1. Employers should have the right to talk freely with employees.
2. A court review of decisions of all government agencies should be granted.
3. Labor unions should be made responsible for their acts.
4. Foremen should be recognized by law as a part of management.
5. The closed shop should be outlawed.
6. Union questions should be passed by a representative proportion of the entire membership, not by a limited minority.
7. Unions should be required to publicize financial operations and be prohibited from contributing to political activities.
8. All forms of violence and coercion should be outlawed.
9. Unlimited right to petition for bargaining elections should be granted to employers.
10. Collective bargaining should be sharply defined.

★ ★ ★

THE WIREMOLD COMPANY, Hartford, has recently announced the addition to their product lines of single and multiple 15-watt fluorescent units, low power factor, 110-125 volt, 60 cycle.



Wired and ready to install (lamp not furnished), these No. 21A units are furnished in the following variations: with 6-foot cord and plug for use in existing outlets; with 6-inch conductor leads; with adapter plate and conductor leads for connecting to outlet boxes; with manual starting switch or with conventional type FS-2

starter switch; with toggle switch on side, or with snap switch and extra receptacle on side.

The units are finished in white enamel and are equipped with clips for permanent or portable mounting.

★ ★ ★

CHASE BRASS & COPPER Company's Babbitt Road Plant in Cleveland was recently awarded the first prize by the National Safety Council for the outstanding safety program in its district.

With an achievement of only 1.9 accidents every million man hours worked, Chase at Cleveland boasts one of the most enviable safety records in the nation's industry.

The plant's safety committee is headed by William Rattray, a maintenance supervisor, under the direction of Calvin McCoy, personnel director.

★ ★ ★

A 275-PAGE CLOTH BOUND illustrated book, "The State Services in Connecticut," has recently been published by the Public Information Committee of the Connecticut Legislature.

The book was written by George B. Armstead of Wethersfield, former managing editor of The Hartford Courant, and is scheduled for distribution to members of the Legislature, libraries, schools and other public sources of information.

★ ★ ★

JOHN H. CHAPLIN, president and a director of Veeder-Root, Inc., Hartford, was one of the 32 new directors elected by the National Association of Manufacturers at its annual meeting recently. Mr. Chaplin is also a director of Holo Krome Screw Corporation and the Bristol Brass Company.

The Association's 51st Congress of American Industry met at the Waldorf Astoria in New York, with all previous records broken as the registration soared to over 3,200. Earl Bunting, president of O'Sullivan Rubber Corp., Winchester, Virginia, was elected president of the Association to succeed Robert R. Wason, president of Manning, Maxwell & Moore, Inc., of New York and Bridgeport.

In his first press conference as president of NAM, Mr. Bunting reviewed the atmosphere of the Congress: "To me the great significance of this convention has rested not so much in the specific policy decisions that have been

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**Actual figures show, after our services
in a well known manufacturing plant:**

- | | |
|--|--|
| 1. The existing plant was enabled to warehouse 42% more raw stock. | 3. With 20% reduction in personnel, shipping output was increased 30%. |
| 2. 55% of the warehouse payroll was saved. | 4. Flow coordinated and speeded permanently. |

**A case history from our files.*

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May we prove it to you?

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reached, as in the atmosphere and spirit in which the manufacturers here have approached the major problems facing our economy. There has been a pervasive determination to find constructive solutions for these problems. . . ."

Two Connecticut residents were honored at the Congress: Chauncy G. Bevin, 95-year-old president of the Bevin Brothers Manufacturing Company, East Hampton, and Joseph Dobek, an assembly press operator at the Fafnir Bearing Company, New Britain.

Mr. Dobek, who lost both legs below the knees in the war, demonstrated to industrialists his ability as a factory worker, to impress upon employers that among the thousands of unemployed veterans in the country, many have the ability to produce for industry.

Mr. Bevin, "the man who makes a million bells a week," was guest of honor at one of the luncheon sessions of the three-day conference. He is one of the oldest actively working company presidents in the world, and is now in his 74th year in the bell manufacturing business.

★ ★ ★

CHARLES H. NEWMAN has recently been appointed vice president of the Silex Co., Hartford, succeeding Wesley R. Becher, according to an announcement by Frank E. Wolcott, president.

Previous to his new appointment, Mr. Newman served as vice president of the Hartford Products Corporation, a Silex subsidiary, for nearly a year following his discharge from the U. S. Navy.

Mr. Becher's resignation brings to an end 25 years of service with the Hartford concern, dating back to the early days of the company's history.

★ ★ ★

ANOTHER NEW CONNECTICUT product has recently been announced by The Williams Products Company of Middletown—the CODECO wire stripping machine.

The new machine, which cuts, strips and slits one, two and three conductor wire up to one half inch diameter, is a bench machine which can be used by large and small manufacturers for production, semi-production, or custom work.

The CODECO stripper is operated by compressed air and is equipped with the Bellows Senacon BM5 Air Motor and the Norgren 645-2 Lubro-

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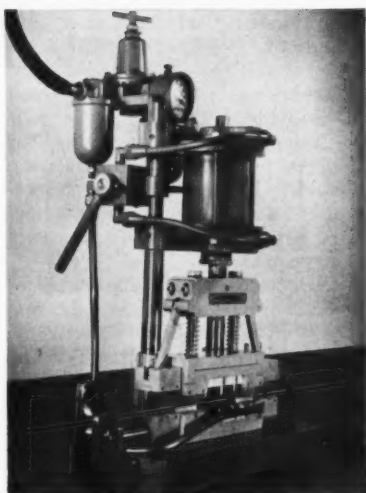


THOMPSON Water Cooler COMPANY

NEW HAVEN 7-0115

24 Hour Maintenance Service Throughout New England

BOSTON	PORTLAND	BRIDGEPORT	WORCESTER	NEW HAVEN
WATERBURY	SPRINGFIELD	HARTFORD	PROVIDENCE	



THE NEW CODECO wire stripping machine now being produced by The Williams Products Company, Middletown.

Unit. The machine is designed for the automatic removal of all stripped material, thus eliminating the possibility of damage to the knives in cleaning.

★ ★ ★

DISCUSSION on the need for more manufacturing space in the northeastern states held the spotlight at the three-day Northeastern States Planning and Development Conference held in Hartford recently.

Major Ralph Powers, chairman of the industrial committee of the Connecticut Development Commission, who participated in the industrial development panel of the conference, called for new industrial growth and

present plant expansion "if the northeast is to stay in the manufacturing race with other sections of the United States which were industrially strengthened by war-plant expansion and influx of labor and capital."

Ray M. Hudson, industrial secretary, New England Council, Boston, was chairman of the industrial development panel and Albert I. Prince, chairman of the Hartford Airport Commission, led the panel devoted to the development of air travel in the region.

★ ★ ★

CHESTER E. INGRAHAM of Bristol, a member of the fourth generation of the family that founded the E. Ingraham Company, died recently at his home

Mr. Ingraham joined the Ingraham firm soon after his graduation from Sheffield Scientific School at Yale in 1903, and retired in 1924 after serving as a director and paymaster. He is survived by his wife, three sons, two daughters and two brothers.

★ ★ ★

THE COMPLETION of a new 40,000 square foot factory division of Veeder-Root, Inc., Hartford, served as the occasion for a four-day "Open House" celebration at the plant for employees, their families, friends and the general public.

Highlighting the "housewarming" was a comprehensive exhibit of the company's products and of the many ways in which Veeder-Root counting devices are used in such products as gasoline pumps, addressing machines, juke boxes, machine tools, pin ball machines, airplanes, radar equipment

and many other items including an electric rat trap.

The plant was visited by nearly 4,000 persons, and 193 escorted groups toured the plant and learned from Veeder-Root men from all over the country of the various uses of the products on display.

★ ★ ★

RUFUS N. HEMENWAY, for 27 years associated with The Fafnir Bearing Company, New Britain, retired recently as vice president.

Before joining Fafnir in 1918, he was connected with P. & F. Corbin for a number of years as contract sales manager. His first project with the Fafnir firm was the organization of a sales force for the company's lines of industrial bearings. He was elected a company vice president twenty years ago.

★ ★ ★

LEVI T. SNOW, president of the Snow-Nabstedt Gear Corporation, retired from that position at the beginning of the new year, and Arthur T. Nabstedt, Sr., vice president and general manager, succeeded the 86-year-old industrialist as president.

Mr. Snow, who will continue as chairman of the company's board of directors, began his career with the Pratt and Whitney Company of Hartford and later incorporated the Snow and Petrilli Manufacturing Company in New Haven in 1906. Mr. Nabstedt became associated with Mr. Snow in 1916.

Under Mr. Snow's leadership, the company was the first New Haven firm to receive the Army-Navy E award.

MACHINE DESIGN

SPECIAL MACHINERY, TOOLS AND EQUIPMENT

WESTCOTT & MAPES, INC., NEW HAVEN

Meriden Boy Scouts

(Continued from page 10)

And how about the great salvage work they did during the war—in the collection of paper and metal scrap, and the selling of War Bonds!

Millions of young boys have been reached through the body-building and character-strengthening activities of the Boy Scouts of America. But, says J. Edgar Hoover, Director of the Federal Bureau of Investigation, "There are many boys roaming the streets today who need Scouting, and need it desperately. Are you attempting to reach them?"

In its own interest—in the interest of maintaining our own American freedoms which give full play to individual American energy—American Industry should give serious thought to plant-sponsoring of Boy Scout troops. To assist boys to get the feel of industry early in their youth, and to help in the development of industrial executive and working man power for tomorrow, many Connecticut industries should sponsor Boy Scout troops.

Motion Pictures

(Continued from page 12)

relations" are routine, stiff and slightly boring.

A picture can be and should be warm, human, touched with drama and emotion. If a picture has sincerity it has everything needed to win understanding, liking, if not affection.

Harry L. Magun

Designer

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151 COURT ST., NEW HAVEN

phone 7-2513

Employees like to feel that they are not regarded as machines, but as appreciated helpers. If they understand that their work counts, that they are not only charges on a cost sheet, they will not look at their jobs with only a dollar and cent viewpoint.

Abe Lincoln said that you get out of people what you ask them for. If you ask them for hate, you'll get it; if you ask them for liking and even love, you'll get that.

He also said that you can't fool all the people all the time. The foundation for a successful public relations picture is the sincere desire of management to be on the level with its people and the public. On that rock of understanding a great motion picture can be made, and a real structure of management-labor respect and appreciation can be built.

Rockbestos Family Day

(Continued from page 8)

set up his own display of safety material, and was on hand to explain it. He would tell you that Rockbestos provides without charge to its employees clean coveralls every week, gloves, goggles, safety shoes, soap—yes, soap—and towels. He would tell you, too, that the accident rate at Rockbestos was far below the average for the industry.

About half-way along on the tour, you would welcome a stop at the cafeteria where the regular staff, under the direction of Cafeteria Manager Emily Jones, would make you feel better for having had ice cream and a cup of hot coffee. (The cafeteria staff, too, baked 1100 cupcakes for the first Family Day's guests.) You would sit at the cafeteria tables and the sign on the wall, "What New Haven Makes—Makes New Haven," would catch your eye.

After the short stay in the cafeteria you would be on your way again past the braiders where busy machines applied rayon, glass, and cotton to wires. You might stop long enough to see Ray Jaenicke's display of glass, cotton, and rayon yarns—put there so you could pick up the stuff and feel it.

If you were like the rest of the crowd visiting Rockbestos, you would find the Test Department a very interesting spot, where Bert Swanson could show you wire being tested in a refrigerator which simulated conditions in planes flying high in the sky. The

wire was being subjected to a temperature of 65 degrees below zero.

He would also show you several other tests which Rockbestos products have to undergo before they are ready for shipment to the customer. The flame test probably would be the most interesting, because it is the most spectacular. Swanson would shoot flames at the wire to show you how it would stand up under fire.

If you were going through the plant on Friday night, November 22, you would run smack-bang into a radio broadcast on the floor of the Test and Inspection Department. Manager Jimmy Milne and Carey Cronan, special events announcer, of Station WNHC, were talking with company officials, employees and visitors to get their reactions to Family Day, and the hum of the factory in the background added realism to a Hollywood-like scene.

Pierce Welsh of the Advertising Department would be glad to explain to you an animated display which told the story of the part asbestos plays in the manufacture of Rockbestos. Lights would flash, little men would move to pull cable from a tiny reel, sparks would fly as the wire went through its flame test, and you would join the crowd which was fascinated by this educational display which appealed to grown-ups and kids alike.

After a quick look at the baking ovens—where wires were being heated at 170 degrees to remove moisture and wet compounds—you might stop off to talk to a friend in coveralls working on the cable insulating machines. That would be the end of the route in the factory and Guide Nancy Bailey would direct you up the stairs to the new offices.

Each office would be clearly marked, with brief explanations of what is done by the people who work there. You would get a look at the offices, and would meet the company's top executives.

You would peek into the paymaster's window, or drop in to see Rockbestos' secretary-treasurer, W. C. Armstrong, behind his desk.

After the last stop—President Newton's office—where you could see the signature of every Rockbestos employee on a scroll which they had presented to "Our Boss," as a token of their esteem for him, you would be directed out into the reception room and then down the stairs to the main lobby, where the members of the farewell committee would present you with a souvenir booklet.



THE OBSERVER

By N. W. FORD

Executive Vice-President

IF you often wonder where your tax dollars go, read the following from the "Washington Snapshots" column of the Industrial Press Service.

"Well, for one thing (and a great big thing it is, too) the government at Washington is issuing pay checks to almost 20,000,000 people. In other words, although we are well into the second year of 'peace' one of every seven Americans is on the Federal government's direct payroll. And all this costs the taxpayers something like \$1,701,000,000 a month.

"Direct payments, either from Washington or through state channels, go to 19,484,803 persons, at a yearly cost of \$20,400,000,000—or about half the annual Federal budget.

"The amount doubles the entire government expenditures of the largest New Deal peacetime spending year, and tops the peak World War I outlay of 1919.

"Of the total number of people on the governmental payroll, the military establishment accounts for a mere 2,454,056 officers and men and women of the Army, Navy, Marines and Coast Guard.

"In addition to the \$1,701,000,000 a month paid out by the government directly to individuals, other Federal funds are expended in such indirect routes as government contracts, subsidies, school lunches, farm loans, business and power loans, maternity-care programs, and Indian benefits."

★ ★ ★

A MARRIED MAN with two dependents and an income of \$3,000 paid \$36 in federal income taxes in World War I (1918) and \$475 was paid by a taxpayer in the same circumstances in World War II (1945). In the case of the taxpayer in the very high income brackets, the change was as drastic. In the earlier year an income of \$1,000,000 was reduced to

\$297,018 by payment of federal income taxes and in 1945 only \$100,000 was left.

Although tax levies are still much higher than at any time prior to World War II, in 1946 an appreciable beginning had been made in the return to prewar relationships. In 1946, under the conditions cited above, federal income taxes left \$2,810 of a \$3,000 income and about \$161,150 of the million-dollar income.

★ ★ ★

HOURLY EARNINGS rose 1.2 per cent from August to September, 1946. They were 13.5 per cent greater than September 1945 and 108.6 per cent more than in 1929.

★ ★ ★

PRIVATE INDUSTRY paid a higher annual reward for labor working full time in 1945 than at any previous time in history. In that year of half war-half peace, the annual salary-wage per full-time employee averaged \$2,242. Corresponding earnings in 1929 and in 1939 were \$1,408 and \$1,255, respectively.

The level of annual compensation in every major industrial group was substantially above prewar. Full-time factory employees received \$2,528, as compared with \$1,543 in 1929. In the mining industry, annual earnings were 70% above 1929. The average in agriculture, forestry and fishing rose from \$455 in 1929 to \$1,087 in 1945.*

★ ★ ★

MOTOR TRUCK NEWS, in summarizing some of the costs of the recent New York City trucking strike, estimates the idleness of 15,000 trucks for 45 working days represents a loss of 675,000 "truck days," or \$27,000,-

* Excerpt from "Conference Board Previews."

000 in revenue. It was also estimated that the average 5-ton truck driver lost a total of \$459.13 in straight-time wages. At the new wages, it will take him 27 weeks of work to offset this cash loss. An estimated \$500,000 in union relief funds and \$126,000 in state unemployment benefits were other losses due to the strike.

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BOOTS ON COWS!

Until General Electric experimented with Lightning, knowledge of lightning had not increased materially since Ben Franklin. In the interim, fallacies grew and sound theories were born of observations. Most interesting is the custom of boots on cows. Farmers wearing rubber boots noticed that they were unaffected during severe storms while their cows were knocked down or killed. One farmer tried boots on his cows and found them to have the same immunity as he. The boots acted as shields, making it impossible for lightning to pass through their bodies.

UNPROTECTED PROPERTY
ACCUMULATES ELECTRICAL
CHARGES AND ATTRACTS
LIGHTNING. MODERN LIGHT-
ROD SYSTEMS DRAIN OFF
THESE CHARGES

BROWN
LIGHTNING PROTECTION

HARTFORD
NEW HAVEN BRIDGEPORT



INDUSTRIAL DEVELOPMENT

By L. M. BINGHAM,
Secretary

WITH a buyers' market "just around the corner" it behooves manufacturers, especially of consumers products, to avail themselves of every possible opportunity for displaying their wares where they can be seen by large sections of the public. Manufacturers of capital goods can also utilize such display space on frequent occasions to make the public aware of their contribution to our economy by showing how their products are necessary to the production or servicing of certain essential consumer products.

The Business and Technical Branch of the Hartford Public Library at 730 Main Street, Hartford, which has made its library windows available for display purposes to various organizations in the past, has just suggested that we bring this matter to the attention of

manufacturers, not only in the Hartford area, but throughout the state.

Miss Amy Deardon, Business Branch librarian, telephone Hartford 7-7125, who is in charge of the displays, reports that the space is available for displays which may be kept for a period of two weeks, and possibly longer if the display proves to be particularly popular. She reports also that the display must be of educational value and of interest to the public.

The window specifications are: 9 feet across back; 5 feet, 6 inches across front; 5 feet, front to back; 5 feet, 6 inches, on slanted face. Area, about 39 square feet in each window. (See photo of display windows.)

Any manufacturer desiring to utilize this space for the display of its

(Continued on page 19)



PHOTO OF WINDOWS available for display of manufactured products or services at the Business and Technical Branch of the Hartford Public Library, 730 Main Street, Hartford.



EMPLOYMENT NOTES

By JOHN P. AHERN

Executive Assistant

"**C**OMEBACK," a 16 mm. sound and color motion picture designed to promote rehabilitation into employment of the physically handicapped, has been produced in cooperation with the Ford Motors, Western Electric, Caterpillar Tractor, and Bulova Watch companies. It is available for non-theatrical showing to employer groups throughout the country. Highlighted in the film are the triumphs over disabilities achieved by Singer Jane Froman, Cartoonist Al Capp, Sportscaster Bill Stern, and Boxer Tami Mauriello. Bookings can be made through the various rehabilitation agencies.

★ ★ ★

MR. A. V. GEARY, Veterans Employment Representative for Connecticut, is making arrangements for the showing of the film, "No Help Wanted." A 16 mm. production, it is a sound motion picture designed to dramatize the rehabilitation and placement of handicapped veterans in industry and is dedicated to the propo-

sition that disabled veterans, or, for that matter, any handicapped persons, are employable if properly placed in the job. The film was produced by the National Association of Mutual Casualty Companies in cooperation with the American Legion.

★ ★ ★

"**A GOOD PERCENTAGE** of blinded veterans in Connecticut are already doing competitive work in industry and are strictly on their own," according to Edward M. Mesick, Veterans' Administration training officer in charge of training this state's blinded veterans of World War II.

Mr. Mesick, who is supervising the placement and training of 41 blinded World War II veterans, said, "These boys are an independent lot who, once they have been placed on the job, want no solicitous consideration or assistance from their fellow employees. Once they are on the job, they want to be on the same competitive basis as their fellow employees."

"Before a blinded veteran is placed

in training by the VA, his particular capabilities are studied by VA advisement and guidance officers. The veteran's education, social background, and his various qualifications are considered, and by means of aptitude tests, it is determined just what type of work he can do.

"Because he is blind, the type of work he can do productively is limited. When we finally determine, however, the type of work for which he is qualified and able to do despite his disability, we then go about finding that particular job for the veteran and place him in it.

"Thus far, those blinded veterans we have placed in training or in educational institutions are doing exceptionally well. Whether he be assembling an eight-piece rifle sight or studying law, the blinded veteran is doing a stand-out job."

★ ★ ★

VETERANS PLANNING TO OBTAIN a GI loan for the purchase or construction of a home, to buy an interest in or to start a new business, or to operate a farm have been advised by the Hartford office of the Veterans' Administration to "look before you leap."

"There is no need," the statement said, "for a veteran to rush to a lending agency or bank to obtain a GI loan in fear that he will lose his GI loan privilege if he doesn't act now. Veterans have ten years after the official end of the war in which to apply for a VA loan—and the war has not as yet been officially declared ended."

It was pointed out that because of

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the greatly inflated prices of real estate, veterans should consider their contemplated investment very carefully before they build or buy a home, because in buying today they do so to their own economic disadvantage, as the future may show they have made an unwise investment.

"As for veterans who desire GI loans for business," the statement continued, "our advice is simple: Know your subject thoroughly. Experience in your particular line is a prime requisite. It takes more than a loan to become a successful businessman. Business loans in default emphasize this point."

Of more than 6000 loans guaranteed to date by the VA, however, there have been but a limited number of defaults.

★ ★ ★

ANNOUNCEMENT HAS BEEN

MADE of the appointment of Dr. Ronald F. Buchan as clinical director of the newly established Institute of Occupational Medicine and Hygiene at Yale University School of Medicine for work in the field of industrial medicine.

The primary aims of the Institute are four in number:

1. The training of medical students and industrial physicians, based on the belief that Occupational Medicine and Hygiene is now a specialty.

2. Special graduate instruction, together with the opportunity for research in the field of Occupational Medicine and Hygiene which will be available to graduate students in medicine, nursing, public health and engineering.

3. Research in Occupational Medicine and Hygiene, in the belief that the maintenance of active research in such an important field is of teaching value to the intelligent student.

4. Consultation. The Institute will be designed to assist industrial concerns on certain practical questions in the same fashion as the clinicians in the School of Medicine assist their colleagues in the practice of medicine with regard to medical, surgical, or public health problems.

Assistance will also be given in the provision of in-service training courses, and in the development of programs for the rehabilitation of workmen convalescent from injury or illness.

The program of research in the field of occupational medicine and hygiene will be as extensive as is deemed necessary for the development of the overall work program of the Institute. The

research work which the School of Medicine and other departments of the University have carried on in subjects allied with industrial medicine will be continued and, where necessary, expanded. These include toxicology, industrial poisons, noxious gases, fumes, dust ventilation, and sanitation.

Dr. Buchan previously had been practicing industrial medicine in Hartford, where he was concerned primarily with the organization of medical services for a group of small plants.

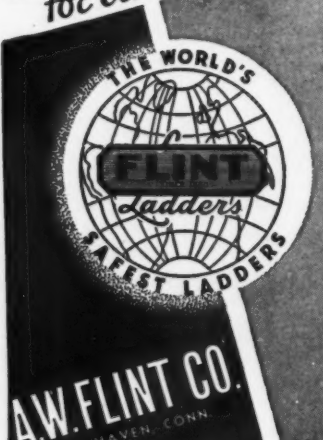
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EXPORT NEWS

By RICHARD F. AMES

Export Manager

ONE of the questions frequently asked by companies going into the export market for the first time is, "What facilities exist in the international field for the settlement of difficulties which might arise with a foreign representative or customer?" Although the incidence of business disputes between American exporters and overseas establishments is not high, when a dispute does occur it may become extremely troublesome to both parties and can result in heavy expense.

Controversy may be guarded against by providing in advance for a system of prompt and amicable adjustment. It can be done by including an *arbitration clause* in all types of contracts relating to foreign trade. While some of our members have put forth valid arguments why certain of their contracts should not contain an arbitration clause, there is ample evidence that for most concerns, especially those entering into foreign trade for the first time, the use of the clause will prove to be valuable in maintaining sound trade relationships during periods of stress. It can be considered an integral part of the code of ethical behavior of every firm active in foreign enterprise.

Arbitration clauses can, of course, be phrased in many ways. However, under the Western Hemisphere System of Arbitration consisting of educational and arbitral facilities set up in each of the American Republics and in Canada for the general purpose of advancing the knowledge and use of arbitration and for the specific purpose of providing machinery for the voluntary settlement of trade controversies arising among nationals or residents of these different countries, the arbitration clause has been standardized in form.

We shall give you below the standardized wording of the clause employed when dealing with our Latin

American neighbors, but we should first like to point out that the Western Hemisphere System of Arbitration comprises three independently organized systems, namely, the American System, organized in 1926 as the American Arbitration Association, the Canadian-American System, organized in 1943 under an agreement between the Canadian Chamber of Commerce and the American Arbitration Association, and the Inter-American System.

The Inter-American System, which this column is primarily discussing, was authorized by the Seventh International Conference of American

States meeting in Montevideo in 1933. It was created in 1934 by the American Arbitration Association under the authorization of the Governing Board of the Pan American Union and is administered by the Inter-American Commercial Arbitration Commission under its own by-laws and rules of procedure. Headquarters of the Commission are located at 9 Rockefeller Plaza in New York.

There is insufficient space here to describe adequately the complement of the organization, its management, conference machinery, and method of financing its undertakings. Fortunately though, a concrete conception of its operations can be gleaned from examining its chief tool, the standard Inter-American Arbitration clause: "Any controversy or claim arising out of or relating to this contract or the breach thereof, shall be settled by arbitration, in accordance with the Rules, then obtaining, of the Inter-American Commercial Arbitration Commission. This agreement shall be enforceable and judgment upon any award rendered by all or a majority of the arbitrators may be entered in any court having juris-

(Continued on page 35)

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INDUSTRIAL Relations — Law

By FREDRICK WATERHOUSE, *Counsel*

THE Connecticut Supreme Court of Errors has recently decided that an employee will be considered "discharged for wilful misconduct in the course of employment," within the meaning of the Unemployment Compensation Act, if he solicits fellow employees to join a union in violation of a rule prohibiting such solicitation during working hours. In the case in question, there was a factory rule prohibiting the "taking up of subscriptions or solicitations on behalf of any organization unless authorized by the management." This rule applied only during the time the em-

ployees were actually supposed to be working. The employees involved obtained no permission from the management but distributed union membership application cards and spent considerable time in soliciting their fellow employees to join the union. The defendants were familiar with the rule but intentionally disregarded it, and the Court found that such action was deliberate and was such wilful misconduct as to prevent a charge being made on the employer's merit rating under the Unemployment Compensation Act and it also automatically deferred the unemployment benefits

for four weeks under the wilful misconduct provisions of the Act.

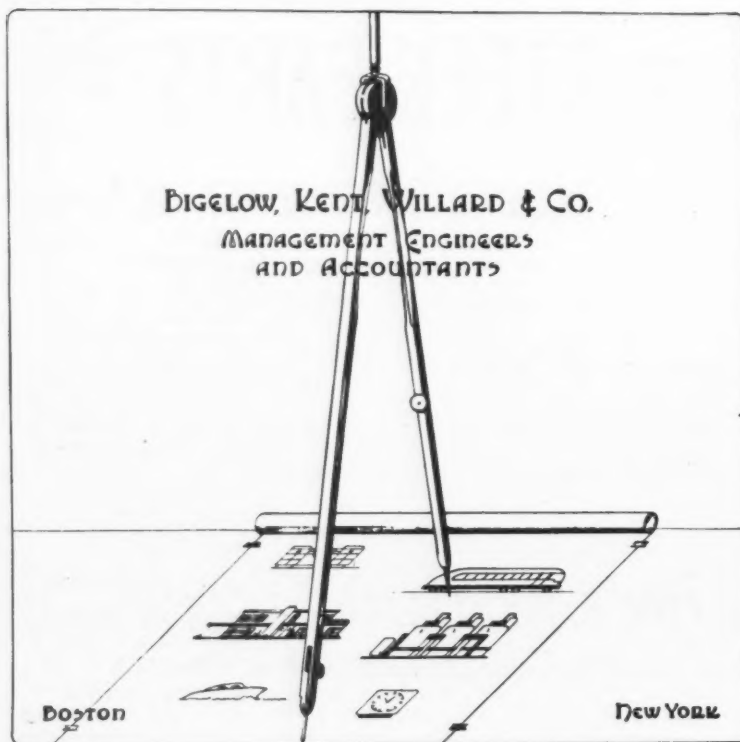
In so ruling, the Supreme Court has followed the Federal Court's rule prohibiting solicitation for union membership during working hours. The loss to the employer of production caused by such solicitation is recognized and is considered sufficient to indicate the reasonableness of the rule prohibiting such solicitation.

It should be noted that in the instant case there actually was such a rule, that the employees were fully aware of the rule, and that the Court came to the conclusion that they wilfully and deliberately violated the rule.

★ ★ ★

A RECENT UNITED STATES Supreme Court opinion emphasizes the importance of carefully preparing the list of employees eligible to vote in a National Labor Relations Board election. If the Board has ordered such an election for your company to determine whether a majority of your employees wish to be represented by a labor union, the list of those eligible to vote should be scrutinized before the election and any challenge made at the time the ballot is cast. Otherwise, the court has ruled that the Board regulations denying the right to challenge a vote after the returns have been counted is a reasonable regulation and is binding on all the parties. The case reached the Supreme Court because the result might have been changed by a single ballot. This ballot was cast by a former employee who was included on the list of eligible voters submitted to the Board by the company. It subsequently developed that this employee had left the employ of the company sometime before and had applied for Unemployment Compensation Benefits but the company's records still had her on the payroll. Her ballot was not challenged at the time it was cast. When the company subsequently became aware that this former employee had actually left their employ and applied for Unemployment Compensation, it sought to have her vote rejected. Of course there was no evidence as to just how she had voted. If her vote had been for the union and was disallowed, it would bring about a tie and therefore the union would lose.

The court concluded that "long experience has demonstrated the fairness and efficaciousness of the general rule that once a ballot has been cast with-



out challenge and its identity has been lost, its validity cannot later be challenged."

Although admitting that "... it is an unfair labor practice for an employer to refuse to bargain with a union only if that union was chosen by a majority of the voting employees," the court very blandly slid over that fundamental principle by stating that "but the determination of whether a majority in fact voted for the union must be made in accordance with such formal rules of procedure as the Board may find necessary to adopt in the sound exercise of its discretion. The rule prohibiting post-election challenges is one of those rules."

There was a strong dissenting opinion by Justice Jackson based on the theory that the interests of those employees who did not want to be represented by the union should be considered and preserved. Since they did not belong to a union and were not organized, they obviously had no standing before the Supreme Court. Their rights were summarily disposed of by the majority opinion with the statement that "in the absence of any evidence that such representatives discriminated against the anti-union employees in preparing the eligibility list or in raising timely eligibility issues, we cannot say that the interests of those employees were inadequately represented."

The tendency of our government to become more and more a government of "regulations" issued by the administrative boards rather than a government of laws is well demonstrated by this opinion. Its inevitable result is well put by a statement found in the dissenting opinion to the effect that "I can scarcely think of a more perfect device for encouraging unscrupulousness, than to invest it with finality against all inquiry either by the Board or the courts."

Export News

(Continued from page 33)

diction. The arbitration shall be held in or wherever jurisdiction may be obtained over the parties."

Your Foreign Trade Committee at its regular meeting in September had the pleasure of having Mr. J. S. Car-

dinale, Executive Secretary of the Inter-American Commercial Arbitration Commission discuss the use of this clause. To cite an example: "A Missouri manufacturer had placed an order with an Argentine exporter for the purchase of 50 tons of cocoa pressed cakes, the contract calling for the establishment of a letter of credit in the amount of \$15,500.00. Upon the issuance of a government directive prohibiting the importation of the merchandise in question, the Missouri firm cancelled the outstanding credit. The Argentine firm alleged that if the purchaser had established the letter of credit within a reasonable time after the order had been placed, the shipment could have been made before the issuance of the government directive and, therefore, alleged a breach of contract and claimed damages in the amount of \$2,600. Since the Commission's arbitration clause appeared in the contract, the case was submitted to arbitration before two attorneys and a banker who rendered an award in favor of the Missouri company on the grounds that the contract of purchase was received by the Missouri firm on August 26 and application for the letter of credit was made through a St. Louis bank on a New York bank on August 27, the credit finally being established August 31. The arbitrators felt that the banks in question and the purchaser had not been dilatory in establishing the credit and that, therefore, there was no breach of contract on the part of the purchaser, who was excused from complying further with the contract by the intervention of the government directive."

As we have said earlier in this column, there is ample evidence that the use of the arbitration clause may be

of great value to you. It is like insurance; it may never require actual usage, but it is there when you most need it. In fact, when two parties agree voluntarily to abide by its provisions in case of a disagreement or dispute, they have established a basis for good faith which in itself lessens the possibility that disputes will arise. The companies who have stated they do not feel justified in using the clause point out that to insert such a clause in a renewal contract where they have done business on a mutually friendly basis for years might have the effect of loosening the friendly tie. Nevertheless some of these same companies are considering the use of the clause in cases where they are taking on a new foreign representative or making sales to newly established foreign contacts.

Spruille Braden, Assistant Secretary of State and Honorary Chairman of the Commission, when presented the Western Hemisphere Commercial Arbitration Award at the Boston Conference on Distribution on October 14 of last year, in his address of acceptance said of these arbitration facilities: "So desirable does the Department of State consider arbitration of business disputes between its nationals and those of other countries that it is incorporating suitable provisions therefor in the proposals it is now advancing for commercial treaties with a number of governments. . . . Certainly the inclusion of such stipulations on arbitration will create a confidence, which implemented by widespread services of the Inter-American Commercial Arbitration will ease the way for, speed up and therefore increase the interchange and distribution of goods throughout the 21 American Republics."



ACCOUNTING HINTS

Contributed by the Hartford Chapter National Association of Cost Accountants to stimulate the use of better accounting techniques in industry.

IT is a matter of record that during the war years and immediately prior thereto, bad debt losses in all types of business were reduced to a minimum. In many instances, no losses of such nature have been sustained for several years. It would seem important to realize that the present situation as to bad debts is unusual, and that the danger inherent in over-extension of credit is as great now as it ever was.

A certain percentage of loss from bad debts is to be expected, and the possibility of larger losses of gross profits on rejected orders is a more important consideration. The recollection of the disastrous experience of many companies in liquidating receivables immediately following the dark days of October 1929, however, should be kept freshly in mind, else nothing has been learned from experience in this respect.

No great flood of insolvencies is expected, of course, but softness results from lack of exercise, and the faculties of those charged with maintaining

credit policy have not been highly taxed in recent years. A quick look at your own credit policy, and a review of the essentials for sound credit would be most advisable. Eternal vigilance is the price of sound receivables.

★ ★ ★

THE BASIC TREND today in business functions of all types is toward standardization and uniformity. This is no less true of office operations than of product design and manufacture. Many organizations have already discovered the benefits to be derived from standardizing office and accounting routine, and the permanent recording of uniform methods in manuals of one kind or another.

The mere preparation of an accounting manual can, of itself, bring to light many instances of inefficiency and wasted or duplicated effort. The advantages to be gained in new personnel training, and the maintenance of work schedules, from the use of a manual of procedure are obvious.

★ ★ ★

To be of maximum value, a manual of accounting procedure should be as detailed as is consistent with clarity of presentation. The Cost Accountants' Handbook sets forth the following as possible contents:

1. Purpose and use of manual.
2. Method of initiating and approving changes.
3. Organization of accounting departments.
4. Classification and manual of accounts.
5. Detailed instructions for individual procedures.
6. Method of analyses of operation items.
7. Summarizing and closing schedules and procedures.
8. Schedules of reports, indicating departments responsible for their preparation, to whom given, and when.
9. Regulations regarding the establishment and upkeep of a file of all forms and records in use.
10. Miscellaneous instructions; for example, filing classification, material classification, standard form letters, sections of interest tables, conversion tables, and tables of equivalents.

Properly established, carefully maintained, and conscientiously used, an accounting manual will insure efficient accounting operation and will eliminate many sources of misunderstanding within the accounting organization and among those whom it serves.

★ ★ ★

IT MAY BE THE CASE that some companies, having signed renegotiation agreements, and having paid a refund to the Government, believe they have completely complied with the terms of the agreement. It should be pointed out, however, that under certain circumstances it will be necessary to make additional payments to the Government.

Article 5 of the Renegotiation Agreement provides, in effect, that if, as a result of the elimination of the amount of profit, a contractor receives a refund or shall recognize a reduction in his liability in respect to any item which was allowed as an item of cost in the determination of such profit, he shall pay as additional profit to be eliminated, a sum equal to such amount. In computing the amount of

(Continued on page 39)

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PURCHASING NOTES

Contributed by the Purchasing Agents Association of
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Association of Purchasing Agents.

Checking the Requisition

THE Purchasing Department should not be content to accept a duly authorized requisition and proceed to the mechanics of purchasing, leaving the responsibility for the requisition on others. It should be carefully checked by the purchasing staff regardless of previous approvals by other officials. This is a basic function of the Purchasing Department, to the end that the proper quantity, quality and delivery be ordered, or as it so often happens, that materials on hand be utilized rather than make a new purchase.

The requisition is essentially a form to indicate a need for material, etc., and provide the authority for the purchase. The need for the purchase is generally determined by the purchasing agent after a careful check of several factors. Of course that does not mean that many of the small items should receive the same kind of scrutiny as would be given a larger item.

The principal factors to be checked against a requisition by the Purchasing Department are:

1. The quantity. Checked as to reasonableness of the request in relation to the need, as to the most economical ordering or manufacturing quantities, as to inventory policy, and as to market conditions. Where the inventory control is in the hands of the Purchasing Department the quantity factor for stock items is readily checked with the records, otherwise the requisition should provide space for the originating department to show the stock on hand, rate of consumption and the point at which the purchase becomes mandatory (called the low order point).

2. Description of material wanted. Checked for accuracy, con-

formity with company standards, and adequacy of ordering information. Reference to a standard specification, part number or catalog number, or a reference to a previous purchase will save the Purchasing Department much time, when indicated on the requisition.

3. Delivery schedule requested. Checked against the need and normal period required for production and shipment by supplier, and the in-transit

time. This check is essential in providing smooth production schedules, and tends to cut down excessive transportation costs through proper routing and scheduling of shipments. "At once" is a much abused phrase.

4. Previous purchases of the item. Checked to show the last source of supply, potential sources of supply, rate of consumption indicated and approximate cost of item. The purchase record is perhaps the most used record in the Purchasing Department and is in fact a complete history of practically every item bought, and is an essential record to check the performance of suppliers in making a decision as to choice of supplier.

5. Surplus or obsolete stocks. Checked to explore the possibility of using similar materials on hand. As the Purchasing Department is generally in charge of salvage, it is in an excellent position to arrange for the utilization of such stocks whenever possible, and generally at a substantial saving of money, and reduction of inventory.

Although the Purchasing Department

(Continued on page 39)

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BUSINESS PATTERN

A comprehensive summary of the ups and downs of industrial activity in Connecticut for the thirty day period ending on the 15th day of the second previous month.

THE index of general business activity in Connecticut rose slightly in November to an estimated 46% above normal while the national index remained stationary. Connecticut industry did not suffer significantly because of the recent coal strike but coal reserves were dangerously low at the time the miners returned to work.

Employment in the State moved upward for the month of November to an estimated 39% above normal, a gain of about one percentage point, making a rise of 30 points since November of 1945. Surveys by the State Department of Labor indicate that the steady rise of employment resulted in good measure from the gains experienced by the State's important munitions plants where conversion to civilian production and recovery from the immediate postwar lows surpassed all expectations. The largest increases occurred in the non-ferrous metals group

followed by the machinery, iron and steel, aircraft and shipbuilding, and the electrical and communications equipment industries. The textile and apparel factories led the groups in which physical conversion was unnecessary.

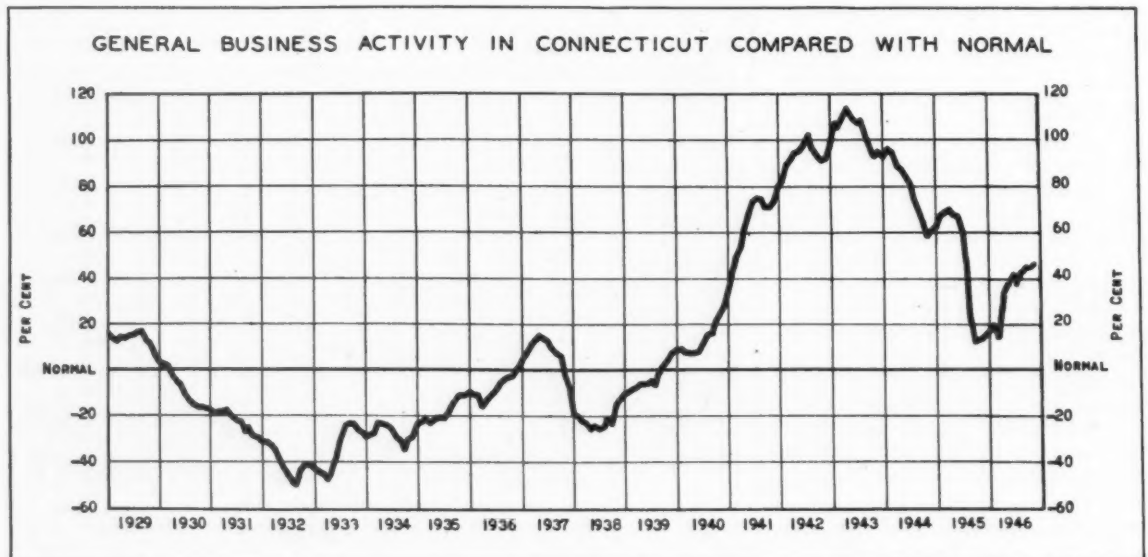
Manhours worked in Connecticut increased four points to an estimated 61% above normal. This represents an increase of 36 percentage points over November of 1945 and is the highest level the man-hour index has reached since the end of the war. Hourly factory earnings for September, the latest month for which figures are available, show a rise in average basic wages for male employees of 16 cents an hour and for female employees of 16½ cents an hour during the preceding 12 months. In line with the wage hikes of the past year is a recently announced 10¢ an hour general wage increase in the textile industry and a series of upward wage adjust-

ments averaging 10% throughout most of the Hartford insurance firms.

The cost of living continued to advance as evidenced by a report from the Bureau of Labor Statistics which shows that the cost of essential goods increased an average of 2% for the period mid-October to mid-November. This was principally because of a 4½% rise in the price of food products. In general, consumer prices were 52% higher at that time than they averaged for the period 1935-39. This upswing reached a peak about the last of November when wholesale prices of commodities soared to the highest point since 1920. In the first week of December the prices of food and farm products turned downwards although other commodities, particularly durable goods, continued to rise but at a somewhat slower rate than during the preceding weeks.

A study of the price pattern in the first World War reveals that the advances were fairly constant. In World War II regulations kept the advances in check but with the abandonment of controls prices zoomed up at an unprecedented rate. This sudden rise once again brings into the forefront the problems involved in maintaining a balance between prices and wages.

In the fourth quarter of 1945 following the close of the war, average total weekly wages suffered a sharp cutback from the levels of the previous quarter. This was accounted for principally by reductions in the work week. In the same period average basic wages fell off slightly, while cost of living on



the other hand inched forward. In the succeeding quarters both basic and total wages progressively advanced regaining the early postwar losses and by the third quarter of 1946 both average and total wages had surpassed the high level of the third quarter of 1945. During this period of advancing wages, basic pay rates moved forward quite sharply while the advances in total weekly take-home were somewhat retarded by further reductions in the work week. In the first half of 1946 cost of living, which had been advancing moderately throughout the entire war period, continued its forward movement but at a much slower pace than that recorded by basic wages. In the third quarter of this year, however, living costs soared and tended to offset the improvement in purchasing power which had resulted from the relative wage gains occurring in the previous months of 1946.

A contributing factor to the high level of business activity in Connecticut is the unusual growth in the number of new establishments. During the first eleven months of 1946, 2,082 new corporations were organized in the State—an all-time high. For the same period last year 779 corporations were formed and in the first eleven months of 1941 only 598 new corporate businesses were established. As against this there have been only 121 business failures in the State this year as compared with 128 and 764 failures in the same period of 1945 and 1941, respectively.

Accounting Hints

(Continued from page 36)

the additional payment, tax credit, if any, will be allowed.

In Article 9 of the 1945 Renegotiation Agreement, the contractor agrees, in effect, that he will refund to the Government the difference between the additional amortization he was allowed due to the shortening of the amortization period, and the amount finally allowable, if less. In computing such payment, tax credit, if any, will be allowed.

It would seem to be advisable for contractors to review their Renegotiation Agreements, particularly with respect to Articles 5 and 9 so that provisions can be made for liabilities thereunder, either present or contingent.

Purchasing Notes

(Continued from page 37)

ment is not necessarily responsible for making a final decision in all of these factors, it certainly is in the best position to coordinate the various elements that enter into the problem as to what, when and how much to purchase.

The receipt of the requisition may be the start of a series of conferences that could either result in the requisition being honored as is, or revised as to quantity or material, or cancelled through the use of substitute material already in the plant.

Industrial Development

(Continued from page 30)

products or items should communicate with Miss Dearden direct.

★ ★ ★

THE OTHER DAY I was talking to a friend of mine in the manufacturing business who said:

"I get awfully tired of being constantly reminded about doing something about our public relations. You would think we didn't have anything else to do."

I gulped a bit, since his criticism hit me right between the eyes. Needless to say that remark was the beginning of a long discussion in which I admitted that each effort to improve human relationships should be tailor-made to fit a given situation rather than general, and he admitted that the development of better employee-employer and public relationships were about the most important jobs to be done by industry today.

Both of us agreed that it was no part-time job which could be done successfully by means of an "Open House" or "Visitors' Day", however good these elements were in a complete program, but rather a job to be definitely assigned to an executive who likes people and who has the ability to uncover and dramatize to employees and the public the facts about the increase in real earnings of workers brought about by industry during the 19th and 20th centuries. He should also be a man who can inspire the confidence and cooperation of employees by giving them the competitive facts with which management is faced in its own industry, and the true story about the development of the company within the industry—its past

successes, its present problems and its future plans and hopes.

Many companies still have qualms about talking about profits to employees because of the possibility of increasing misunderstanding. In view of the fact that the average worker believes that profits of industry are anywhere from 20% upwards, when they are normally less than 5% net, after taxes, at least on the average over a period of years, isn't it about time management deflated the greatest cause for labor unrest by telling the truth about profits?

Most workers, if asked the question about what they consider a fair profit, will give answers that will average 10%, or far more than industry earns annually on capital investment or sales. Once employees fully understand the facts and are made to feel that they have an essential partnership with management in working

There's No "CURE-ALL" IN CUTTING OIL SANITATION

Coolant Formulations and shop conditions vary widely — so do coolant handling problems. To prevent costly coolant spoilage with its foul odors and other disagreeable features, to maintain practical sterility, your Dolge Service Man is prepared to render this service:

1. He will take samples of your coolant.
2. The Dolge Laboratories will examine them bacteriologically and chemically, *without charge*.
3. You will receive a complete confidential report, including the bacterial count.

Only then, and when found necessary, the *particular* DOLGE STERIDOL GERMICIDE to fit your requirements will be recommended. Employed as directed, the preparation will not irritate the skin or corrode metals . . . and it will prevent spoilage.

The cost? *Less than 1 cent per gallon of coolant!*

Write for booklet, "Cutting Oil Sanitation."

THE C. B. DOLGE CO.
WESTPORT, CONNECTICUT

STERIDOL
Cutting oil germicides



for the continued success of the business, the majority of our present labor-management strife will disappear.

I might go on indefinitely suggesting constructive approaches to the problem of employee and other relationships, but the whole subject was so well outlined in the January issue of CONNECTICUT INDUSTRY that I urge you to read, if you have not done so already, "A Plan for Action in Public Relations", which gives the chief recommendations of the members of the Public Relations Panel at the Association's last Annual Meeting, October 31, 1946.

It is an excellent outline which can be varied to suit individual companies and which must be put to work on a large scale in Connecticut industry and in industries throughout the nation if we are to realize the aim of President Ingraham which he described in his first editorial on page 5 of the January issue of CONNECTICUT INDUSTRY.

Industrial History

(Continued from page 15)

these machine shops came the technique of precision manufacturing responsible for Connecticut's leadership in such fields as machine tool building, ball bearings, typewriters and the many other products of metal that demand fine tolerances in their fabrication.

That Connecticut's manufacturing glory does not rest with its accomplishments of the past is affirmed by her position in the industrial world of today. Although this state has long since lost its top position in the manufacture of automobiles to the Middle West, it has by no means lost its ability

to profit by the growth of this industry. The building of machinery and tools with which automobiles are made and the manufacture of automobile parts and accessories constitute one of the most important divisions of Connecticut industry. Ball bearings, brake linings, engine parts, headlights, hub caps, radiator shells, upholstery, speedometer parts, hardware, tires and numerous other essentials of the modern car are manufactured principally in this state. Connecticut products now range from airplanes and modern air-conditioning equipment for railroad cars to machetes supplied by the thousands to our Latin American trade. Most of the country's largest brass companies are located in this state and over half of the nation's total of brass and copper products is produced by Connecticut concerns. Nearly ninety per cent of the country's hardware and ball bearing output is produced in Connecticut. Other lines, in the manufacture of which Connecticut companies claim the largest volume include clocks and watches, firearms and ammunition, silverware, carpenters' and artisans' tools, hats, counting devices, typewriters, machine needles, vacuum bottles and insulated wire and cables. This state is also a leading, although not the largest, producer of machine tools, electric appliances, screw machine parts, wiring devices, corsets, axes, sewing machines, airplanes and airplane engines, pins, plumbing goods, cutlery and a wide line of lesser products.

Traditionally noted for the wealth of its skilled labor and its fine craftsmanship, Connecticut industry is devoted largely to metal fabrication demanding fine tolerances. The long years of depression during the 1930's and the war which took so large a part of our youth away from industry have greatly reduced the country's ranks of skilled workers. This is strik-

ing at the very foundation of Connecticut industry and it is interesting to note what the State and private business are doing to restore this reservoir of trained workers. The State maintains a permanent system of trade schools which offer full four-year courses in teaching a skilled trade, machine operator training lasting from a few weeks to two years and advanced courses of one year in such skills as tool and die making. Groups of local manufacturers have been formed in the large industrial centers and have developed intensive training schools for unskilled workers and young men seeking employment. This is the famous "Connecticut Plan" which was inaugurated before the war emergency. The first group was formed in Hartford and created a plan to use the State Trade School in cooperation with the city authorities to begin these training courses. Supplying the machinery and instructors, the manufacturing companies offer job training classes during hours that do not conflict with the regular State Trade School curriculum.

The State itself has been just as active in promoting industrial development by reorganizing the former Publicity Commission into the new State Development Commission, a permanent board with sufficient appropriations to do effective promotional work. By providing a true, factual picture of Connecticut's industrial position, and its advantages as a location for new businesses, the Development Commission has achieved notable success in attracting new industries to this State. The Manufacturers' Association of Connecticut and local Chambers of Commerce have also been active in promoting industrial development.

The foundation of Connecticut's industrial greatness lies in its trained workers and its experienced managements. It is significant that Connecticut ranks first among all states in the Union in the percentage of skilled workers to total labor. The manufacturers of this State enjoy the further advantage of having many of their industrial sources of supply and their major markets so close to the factories which are producing the finished articles. Of all the states of the nation, Connecticut reaps the greatest benefit from the continued technological development of American industry. For it is here, the home of precision manufacturing, that the fine craftsmanship, tools and equipment exist which make such development possible.

THE ALFRED B. KING CO.

Bridgeport NEW HAVEN Hartford

MATERIALS HANDLING EQUIPMENT

ROLLER CONVEYORS - CASTERS - WHEELS
HOISTS - TRAMRAILS - CRANES

IT'S MADE IN CONNECTICUT

EDITOR'S NOTE: This department, giving a partial list of peace-time products manufactured in Connecticut by company, seeks to facilitate contacts between prospective purchasers in domestic or foreign markets and producers. It includes only those listings ordered by Connecticut producers. Interested buyers may secure further information by writing this department.

(Advertisement)

Accounting Forms	
Baker Goodyear Co The	New Haven
Accounting Machines	
Underwood Corporation	Bridgeport
Adding Machines	
Underwood Corporation	Bridgeport
Advertising Specialties	
H C Cook Co The 32 Beaver St	Ansonia
Waterbury Companies Inc	Waterbury
Aero Webbing Products	
Russell Mfg Co	Middletown
Air Compressors	
Spencer Turbine Co The	Hartford
Air Conditioning	
Home Heating Service Inc (forced air heating units, oil fired)	South Norwalk
Aircraft	
Chance Vought Aircraft Division	United Aircraft Corporation (airplanes)
Sikorsky Aircraft Division	United Aircraft Corporation (helicopters)
Chandler Evans Corp (aircraft carburetors, fuel pumps, water pumps & Protek plugs)	West Hartford
Warren McArthur Corp (Airplane Seatings)	Bantam
Aircraft Electrical Testing Equipment	
United Advertising Corp, Electrical Division	New Haven
Aircraft—Repair & Overhaul	
Airport Department Pratt & Whitney Aircraft Division	Rentschler Field East Hartford
United Airports Div United Aircraft Corp	Rentschler Field East Hartford
Aircraft Tubes	
American Tube Bending Co Inc	New Haven
Air Ducts	
Wiremold Co The (Retractable)	Hartford
Airplanes	
Chance-Vought Aircraft Div United Aircraft Corp	Stratford
Aluminum Castings	
Newton-New Haven Co 688 Third Avenue	West Haven
Aluminum Forgings	
Scovill Manufacturing Company	Waterbury 91
Aluminum Goods	
Waterbury Companies Inc	Waterbury
Aluminum Ingots	
Lapides Metals Corp	New Haven
Aluminum Lests	
Shoe Hardware Div U S Rubber Company	Waterbury
Aluminum—Sheets & Coils	
United Smelting & Aluminum Co Inc	New Haven
Ammunition	
Remington Arms Co Inc	Bridgeport
Winchester Repeating Arms Company Division	Olin Industries Inc
Anodizing	
Conn Metal Finishing Co	Hamden
Apparel Fabrics—Woolen & Worsted	
Broad Brook Company	Broad Brook
Artificial Leather	
Permatex Fabrica Corp The	Jewett City
Zapon Div Atlas Powder Co	Stamford
Asbestos	
Auburn Manufacturing Company The (gaskets, packings, wicks)	Middletown
Raybestos Div of Raybestos-Manhattan Inc The (brake linings, clutch facings, sheet packing and wick)	Bridgeport
Rockbestos Products Corp (insulated wire, cable and cords)	New Haven
Asbestos & Rubber Packing	
Colt's Patent Fire Arms Mfg Co	Hartford
Assemblies—Small	
Greist Manufacturing Co The	New Haven
Han-Dee Spring and Manufacturing Co The (Small)	Hartford
Wallace Barnes Co The Div Associated Spring Corp	Bristol
Auto Cable Housing	
Wiremold Company The	Hartford
Automatic Control Instruments	
Bristol Co The (temperature, pressure, flow, humidity, time)	Waterbury
Automobile Accessories	
Kilborn-Sauer Company (lights and other accessories)	Fairfield
Raybestos Div of Raybestos-Manhattan Inc The (brake lining, rivet brass, clutch facings, packing)	Bridgeport
Rostand Mfg Co The (windshields, seats and body hardware)	Milford
Automotive Friction Fabrics	
Russell Mfg Co The	Middletown
Automotive Parts	
Eis Manufacturing Co (Hydraulic and Mechanical)	Middletown
Automotive & Service Station Equipment	
Raybestos Div of Raybestos-Manhattan Inc The (brake service machinery)	Bridgeport
Scovill Manufacturing Company (Canned Oil Dispensers)	Waterbury 91
Automotive Tools	
Eis Manufacturing Company	Middletown
Bakelite Moldings	
Waterbury Companies Inc	Waterbury
Watertown Mfg Co The	Watertown
Bakery Ovens	
American Machine & Foundry Co	New Haven
Balls	
Abbott Ball Co The (steel bearing and burnishing)	Hartford
Hartford Steel Ball Co The (steel bearing and burnishing, brass, bronze, monel, stainless aluminum)	Hartford
Banks	
Hall Mfg Co (dime and combination)	Ansonia
Barrels	
Abbott Ball Co The (burnishing and tumbling)	Hartford
Hartford Steel Ball Co The (tumbling)	Hartford
Bathroom Accessories	
Autoyre Company The	Oakville
Charles Parker Co The	Meriden
Bath Tubs	
Dextone Company	New Haven
Bearings	
Fafnir Bearing Co (ball)	New Britain
New Departure Div of General Motors	(ball)
Norma-Hoffmann Bearings Corp	(ball and roller)
Bellows	
Bridgeport Thermostat Company Inc	Bridgeport
Bellows Assemblies	
Bridgeport Thermostat Company Inc	Bridgeport
Bellows Shaft Seal Assemblies	
Bridgeport Thermostat Company Inc	Bridgeport
Bells	
Bevin Brothers Mfg Co	East Hampton
Gong Bell Co The	East Hampton
Gaynor Electric Company Inc (and buzzers)	Bridgeport
N N Hill Brass Co The	East Hampton
Belt Fasteners	
Saling Manufacturing Company (patented self-aligning)	Unionville
Beltng	
Hartford Belting Co	Hartford
Russell Mfg Co The	Middletown
Thames Belting Co The	Norwich
Benches	
Charles Parker Co The (piano)	Meriden
Bent Tubing	
American Tube Bending Co Inc	New Haven
Bicycle Coaster Brakes	
New Departure Div General Motors Corp	Bristol
Bicycle Sundries	
New Departure Div General Motors Corp	Bristol
Binders Board	
Colonial Board Company	Manchester
Biological Products	
Ernat Bischoff Company Inc	Ivoryton
Blacking Salts for Metals	
Mitchell-Bradford Chemical Co	Bridgeport
Blades	
Capewell Manufacturing Company Metal Saw Division (hack saw and band saw)	Hartford
Bleaching, Dyeing, Printing & Finishing	
United States Finishing Company The (textile fabrics)	Norwich
Blocks	
Howard Company (cupola fire clay)	New Haven
Blower Fans	
Colonial Blower Company	Hartford
Connecticut Blower Company	Hartford
Spencer Turbine Co The	Hartford
Blower Systems	
Colonial Blower Company	Hartford
Connecticut Blower Company	Hartford
L R Mfg Div of The Ripley Co	Torrington
Blueprints and Photostats	
Joseph Merritt & Co	Hartford
Boilers	
Bigelow Co The	New Haven
Petroleum Heat & Power Co (domestic only)	Stamford
Bolts & Nuts	
Blake & Johnson Co The (nuts, machine screws, bolts, stove)	Waterville
Clark Brothers Bolt Co	Middale
O K Tool Co Inc The (T-Slot)	33 Hull St Shelton
Bonderizing	
Clairglow Mfg Company	Portland
Leeds Electric and Mfg Co The	Hartford
Bouillon Cubes	
Maggi Co Inc (Maggi's)	New Milford
Box Board	
Lydall & Foulds Paper Co The	Manchester
National Folding Box Co	New Haven
New Haven Pulp & Board Co	New Haven
Robertson Paper Box Co	Montville
Robert Gair Co	Portland
Boxes	
Clairglow Mfg Company (metal)	Portland
Folding Boxes Incorporated (paper, folding)	Manchester
Merriam Mfg Co (steel cash, bond, security, fitted tool and tackle boxes)	Durham
Robert Gair Co (corrugated and solid fibre shipping containers)	Portland
Boxes & Crates	
City Lumber Co of Bridgeport Inc	The Bridgeport
Boxes—Paper—Folding	
Atlantic Carton Corp	Norwich
Bridgeport Paper Box Co	Bridgeport
M S Dowd Carton Co	Hartford
National Folding Box Co (paper folding)	New Haven
New Haven Pulp & Board Co The	New Haven
Robertson Paper Box Co	Montville
Robert Gair Co	Portland
S Curtis & Son Inc	Sandy Hook
Warner Brothers Company The	Bridgeport
Boxes—Paper—Setup	
Bridgeport Paper Box Co	Bridgeport
Heminway Corporation The	Waterbury
Brake Cables	
Eis Manufacturing Co	Middletown
Brake Linings	
Colt's Pataent Fire Arms Mfg Co	Hartford
Raybestos Div of Raybestos-Manhattan Inc The (automotive and industrial)	Bridgeport
Russell Mfg Co The	Middletown
Brake Service Parts	
Eis Manufacturing Co	Middletown
Brass and Bronze	
American Brass Co The (sheet, wire, rods, tubes)	Waterbury
Bristol Brass Corp The (sheet, wire, rods)	Bristol
Chase Brass & Copper Co	Waterbury
Miller Company The (phosphor bronze and brass in sheets, strips, rolls)	Meriden
Scovill Manufacturing Company	Waterbury 91
Thinshet Metals Co The (sheets and rolls)	Waterbury
Brass & Bronze Ingot Metal	
Whipple and Choate Company The	Bridgeport

(Advt.)

I T ' S M A D E I N C O N N E C T I C U T

Brass Goods		Castings—Permanent Mould		Copper Sheets	
Scovill Manufacturing Company (To Order)	Waterbury 91	Bradley & Hubbard Mfg Co The (zinc and aluminum)	Meriden	New Haven Copper Co The	Seymour
Waterbury Companies Inc (to order) (small sheet metal parts)	Waterbury	Centrifugal Blower Wheels		New Haven Copper Co The	Seymour
Winchester Repeating Arms Company Division	New Haven	Torrington Manufacturing Co The	Torrington	Bridgeport Brass Co	Bridgeport
Olin Industries Inc	New Haven	Chain		Sonoco Products Co (Climax-Lowell Div)	Mystic
Brass Mill Products		John M Russell Mfg Co Inc	Naugatuck	Corrugated Box Manufacturers	
Bridgeport Brass Co	Bridgeport	Chain—Welded and Weldless		Danbury Square Box Co The	Danbury
Chase Brass & Copper Co	Waterbury	Bridgeport Chain & Mfg Co	Bridgeport	Corrugated Shipping Cases	
Scovill Manufacturing Company	Waterbury 91	Chain—Bead		Connecticut Corrugated Box Div	Robert Gair Co Inc
Brass Stencils—Interchangeable		Bead Chain Mfg Co The	Bridgeport	D L & D Container Corp	87 Shelton Ave New Haven
Fletcher Terry Co The	Box 415, Forestville	Chartered Coach Service		Cosmetic Containers	
Brass Wall Plates		Connecticut Company The (excursions a specialty)	New Haven	Eyelet Specialty Co The	Waterbury
Gaynor Electric Company Inc	Bridgeport	Chemicals		J B Williams Co The	Glastonbury
Brick—Building		American Cynamid & Chemical Corp	Waterbury	Northam Warren Corporation	Stamford
Donnelly Brick Co The	New Britain	Apothecaries Hall Co	Waterbury	Cotton Batting & Jute Batting	
Bricks—Fire		Edcan Laboratories	South Norwalk	Palmer Brothers	New London
Howard Company	New Haven	Macalaster Bicknell Company	New Haven	Cotton Yarn	
Broaching		MacDermid Incorporated	Waterbury	Floyd Cranska Co The	Moosup
American Standard Co	Plantsville	Cherries		Counting Devices	
Hartford Special Machinery Co The	Hartford	John Magee & Co Incorporated	Saybrook	Veeder-Root Inc	Hartford
Brooms—Brushes		Chromium Plating		Cut Stone	
Fuller Brush Co The	Hartford	Chromium Corp of America	Waterbury	Dextone Co The	New Haven
Buckles		Chromium Process Company The	Shelton	Cutters	
B Schwanda & Sons	Staffordville	Chucks		American Standard Co (special)	Plantsville
G E Prentice Mfg Co The	New Britain	Cushman Chuck Co The	Hartford	Barnes Tool Company The (pipe cutters, hand)	New Haven
Hatheway Mfg Co The (Dee Rings)	Bridgeport	Chucks & Face Plate Jaws		O K Tool Co Inc The (inserted tooth milling)	Shelton
Hawie Mfg Co The	Bridgeport	Union Mfg Co	New Britain	Standard Machinery Co The (rotary board, single and duplex)	Mystic
John M Russell Mfg Co Inc	Naugatuck	Clay		Delayed Action Mechanism	
Patent Button Co The	Waterbury	Howard Company (Fire Howard "B" and High Temperature Dry)	New Haven	M H Rhodes Inc	Hartford
Shoe Hardware Div U S Rubber Company (footwear, clothing and strap)	Waterbury	Cleansing Compounds		R W Cramer Company Inc The	Centerbrook
Waterbury Companies Inc	Waterbury	MacDermid Incorporated	Waterbury	Dental Gold Alloys	
Buffing & Polishing Compositions		Clocks		J M Ney Company The	Hartford
Apothecaries Hall Co	Waterbury	Seth Thomas Clocks	Thomaston	Dictating Machines	
Lea Mfg Co	Waterbury	United States Time Corporation The	Waterbury	Dictaphone Corporation	Bridgeport
Buffing Wheels		Clocks—Alarm		Gray Manufacturing Company The	Hartford
Williamsville Buff Mfg Co The	Danielson	Lux Clock Mfg Co The	Waterbury	Soundscriber Corporation The	New Haven
Buttons		New Haven Clock and Watch Co The (spring & electric)	New Haven	Die & Tool Makers	
B Schwanda & Sons	Staffordville	William L Gilbert Clock Corporation The	Winsted	Parsons Tool Inc	New Britain
Colt's Patent Fire Arms Mfg Co	Hartford	Clocks—Automatic Cooking		Die Castings	
L C White Company The	Waterbury	Lux Clock Mfg Co The	Waterbury	Newton-New Haven Co Inc	688 Third Ave West Haven
Patent Button Co The	Waterbury	Clock Mechanisms		Die Casting Dies	
Scovill Manufacturing Company (Uniform and Tack Fasteners)	Waterbury 91	Lux Clock Mfg Co The	Waterbury	ABA Tool & Engineering Co	Manchester
Waterbury Companies Inc	Waterbury	Russell Mfg Co The	Middletown	Weimann Bros Mfg Co The	Derby
Cabinets		Clutch Facings		Die Castings (Aluminum & Zinc)	
Charles Parker Co The (medicine)	Meriden	Raybestos Div of Raybestos-Manhattan Inc The (clutch facings—molded, woven, fabric, metallic)	Bridgeport	Corbin Cabinet Lock Div American Hardware Corp	New Britain
Cabinet Work		Clutch—Friction		Die-Heads—Self Opening	
Hartford Builders Finish Co	Hartford	Hall Mfg Co	Ansonia	Eastern Machine Screw Corp The	Truman & Barclay Sts New Haven
Cages		Coinmaster Products		Geometric Tool Co The	New Haven
Andrew B Hendryx Co The (bird and animal)	New Haven	Palmer Brothers Co	New London	Dies	
Cams		Comfortables		American Standard Co	Plantsville
Hartford Special Machinery Co The	Hartford	Commercial Heat Treating		Hoggson & Pettis Mfg Co The	141 Brewery St New Haven
Rowbottom Machine Company Inc	Waterbury	A F Holden Company The	52 Richard St West Haven	Parker Stamp Works Inc The (for plastics and die castings)	Hartford
Canvas Products		Communication Equipment		Dish Washing Machines	
F B Skiff Inc	Hartford	Airadio Incorporated (aircraft, marine, intra-facility)	Stamford	Colt's Patent Fire Arms Mfg Co	Hartford
Capacitors		Compressors		Disk Harrows	
Electro Motive Mfg Co Inc The (mica & trimmer)	Willimantic	Norwalk Company Inc (high pressure air and gas)	South Norwalk	Orkil Inc—Cutaway Harrow Division	Higganum
Card Clothing		Concrete Products		Door Closers	
Standard Card Clothing Co The (for textile mills)	Stafford Springs	Plasticrete Corp	Hamden	Yale & Towne Manufacturing Company The	Stamford
Carpets and Rugs		Airadio Incorporated (variable)	Stamford	Dowel Pins	
Bigelow-Sanford Carpet Co	Thompsonville	Condensers		Allen Manufacturing Co The	Hartford
Carpet Lining		Sonoco Products Co (Climax-Lowell Div)	Mystic	Drafting Accessories	
Palmer Brothers Co	New London	(Paper)		Joseph Merritt & Co	Hartford
Casket Trimmings		Consulting Engineers		Draperies	
Bridgeport Casket Hardware Co The	Bridgeport	Stanley P Rockwell Co Inc The (Consulting)	Hartford	Palmer Brothers Co	New London
Casters		296 Homestead Ave	Hartford	Drilling Machines	
Bassick Company The (Industrial and General)	Bridgeport	Contract Machining		Henry & Wright Manufacturing Company The (sensitive)	Hartford
Casters—Industrial		Malleable Iron Fittings Company	Branford	Drop Forgings	
George P Clark Co	Windsor Locks	Contract Manufacturers		Atwater Mfg Co	Plantsville
Castings		Greist Mfg Co The (metal parts and assemblies)	New Haven	Blakeslee Forging Co The	Plantsville
Bradley & Hubbard Mfg Co The (gray iron, brass, bronze, aluminum)	Meriden	503 Blake St	New Haven	Bridgeport Hdw Mfg Corp The	Bridgeport
Charles Parker Co The (gray iron)	Meriden	Merriam Mfg Co (production runs—metal boxes and containers to specifications)	Durham	Canewell Mfg Company	Hartford
Gillette-Vibber The (gray iron, brass, bronze, aluminum, also Bronze Bushing Stock)	New London	Scovill Manufacturing Company (Metal Parts and Assemblies)	Waterbury 91	Wilcox Crittenden & Co Inc	Middletown
John M Russell Mfg Co Inc (brass, bronze and aluminum)	Naugatuck	Waterbury Companies Inc	Waterbury	Druggists' Rubber Sundries	
Malleable Iron Fittings Co (malleable iron and steel)	Branford	Controllers		Goodyear Rubber Sundries Inc (Guardian "Plasti-Clear," baby pants, crib sheets & bibs, household aprons, raincoats, scarves & hoods, shower curtains, etc.)	New Haven
McLagon Foundry Co (gray iron)	New Haven	Manning Maxwell & Moore Inc	Bridgeport	Seamless Rubber Company The	New Haven
Newton-New Haven Co (zinc and aluminum)	688 Third Ave West Haven	Conveyor Systems		Dust Collecting Systems	
Philbrick-Booth & Spencer Inc (gray iron)	Hartford	Leeds Electric and Mfg Co The	Hartford	Connecticut Blower Company	Hartford
Castings—Industrial		Copper		Edged Tools	
Scovill Manufacturing Company (Brass & Bronze)	Waterbury 91	American Brass Co The (sheet, wire, rods tubes)	Waterbury	Collins Co The (axes and other edged tools)	Collinsville
Seasons Foundry Co The (gray iron)	Bristol	Bristol Brass Corp The (sheet)	Waterbury	Elastic Webbing	
Union Mfg Co (gray iron)	New Britain	Chase Brass & Copper Co (sheet, rod, wire, tube)	Waterbury	Russell Mfg Co The	Middletown
Waterbury Foundry Company The (highway & sash weights)	Waterbury	Thinsheet Metals Co The (sheets and rolls)	Waterbury	Electric Appliances	
Wilcox Crittenden & Co Inc (gray iron and brass)	Middletown			Silex Co The	80 Pliny St Hartford (Advt.)

IT'S MADE IN CONNECTICUT

Electric Cables
Rockbestos Products Corp (asbestos insulated)
New Haven

Electric Circuit Breakers
Trumbull Electric Mfg Co The Plainville
Electric-Communtators & Segments
Cameron Elec Mfg Co The (rewinding motors)
Ansonia

Electric Cord & Cord Sets
Accurate Insulated Wire Corp New Haven
Electric Cords
Rockbestos Products Corp (asbestos insulated)
New Haven

Electric Eye Control
United Cinephone Corporation Torrington
Electric Fixture Wire
Rockbestos Products Corp (asbestos insulated)
New Haven

Electric Hand Irons
Winsted Hardware Mfg Co (trade mark "Durabilt") Winsted

Electric Insulation
Case Brothers Inc Manchester
Rogers Corporation The Manchester

Electric Panel Boards
Federal Electric Products Co Inc Hartford
Trumbull Electric Mfg Co The Plainville

Electric Safety Switches
Federal Electric Products Co Inc Hartford
Trumbull Electric Mfg Co The Plainville

Electric Signs
United Advertising Corp New Haven

Electric Time Controls
R W Cramer Company Inc The Centerbrook

Electric Timepieces
New Haven Clock and Watch Co The (automobile and alarm)
New Haven

Electric Wire
Rockbestos Products Corp (asbestos insulated)
New Haven

Electrical Circuit Breakers
Federal Electric Products Co Inc Hartford

Electrical Conduit Fittings & Grounding
Gillette-Vibber Company The New London

Electrical Control Apparatus
Federal Electric Products Co Inc Hartford
Trumbull Electric Mfg Co The Plainville

Electrical Goods
A C Gilbert Co New Haven

Electrical Motors
U S Electrical Motors Inc Milford

Electrical Recorders
Bristol Co The Waterbury

Electrical Relays and Controls
Allied Control Co Plantsville

Electronic Equipment
Airadio Incorporated Stamford

Electronics
Arthur T Hatton & Company Hartford
Crystal Research Laboratories Inc Hartford
Gray Manufacturing Company The Hartford
United Cinephone Corporation Torrington

Electroplating
National Sherardizing & Machine Co Hartford
Waterbury Plating Company Waterbury

Electroplating—Equipment & Supplies
Enthone Inc New Haven

Electrotypes
W T Barnum & Co Inc (all classes) New Haven

Elevators
Eastern Machinery Co The (passenger and freight)
New Haven
General Elevator Service Co Hartford

Enameling
Conn Metal Finishing Co Hamden
Leeds Electric and Mfg Co The (including wrinkle finishes) Hartford
Waterbury Plating Company Waterbury

Enameling and Finishing
Clairglow Mfg Co Portland

Engines
Pratt & Whitney Aircraft Div United Aircraft Corp (aircraft) East Hartford
Wolverine Motor Works Inc (diesel stationary marine) Bridgeport

Envelopes
Curtis 1000 Inc Hartford
Plimpton Mfg Co Div U S Envelope Co Hartford

Extractors—Tap
Walton Company The 94 Allyn St Hartford

Eyelets
Chromium Process Company The Shelton
L C White Company The Waterbury
Platt Bros & Co The P O Box 1030 Waterbury
Plume & Atwood Mfg Co The Waterbury
Scovill Manufacturing Company Waterbury 91

Fasteners—Slide & Snap
G E Prentice Mfg Co The New Britain
Scovill Manufacturing Company (Snap) Waterbury 91

Felt
Auburn Manufacturing Company The (mechanical, cut parts) Middletown

Felt—All Purpose
American Felt Co (Mills & Cutting Plant) Glenville

Ferrules
Waterbury Companies Inc Waterbury

Fibre Board
Case Brothers Inc Manchester
C H Norton Co The North Westchester
Rogers Corporation (Specialty) Manchester

File Cards
Standard Card Clothing Co The Stafford Springs

Film Spools
Watkins Manufacturing Co Inc Milford

Finger Nail Clippers
H C Cook Co The 32 Beaver St Ansonia

Firearms
Colt's Patent Fire Arms Mfg Co Hartford
Remington Arms Co Inc Bridgeport
Winchester Repeating Arms Company Division New Haven

Fire Hose
Fabrics Fire Hose (municipal and industrial) Sandy Hook

Fireplace Goods
American Windshield & Specialty Co The 881 Boston Post Road Milford
John P Smith Co The (screens) 423-33 Chapel St New Haven
Rostand Mfg Co The Milford

Fireproof Floor Joists
Dextone Co The New Haven

Fireworks
M Backes' Sons Inc Wallingford

Fishing Tackle
Bevin-Wilcox Line Co The (lines) East Hampton

Flashlights
H C Cook Co The 32 Beaver St Ansonia
Horton Mfg Co The (reels, rods, lines) Bristol
Jim Harvey Div Local Industries Inc (nets, lures) Lakeville

Flashlights
Winchester Repeating Arms Company Division Olin Industries Inc New Haven

Flashlights and Radio Batteries
Wichester Repeating Arms Company Division Olin Industries Inc New Haven

Floor & Ceiling Plates
Beaton & Cadwell Mfg Co The New Britain
Gaynor Electric Company Inc Bridgeport

Fluorescent Lighting Equipment
Wiremold Company The Hartford

Forgings
Clark Brothers Bolt Co Milldale
Heppenstall Co (all kinds and shapes) Bridgeport
Scovill Manufacturing Company (Non-ferrous) Waterbury 91

Foundries
Sessions Foundry Co The (iron) Bristol
Union Mfg Co (gray iron) New Britain
Wilcox Crittenden & Co Inc (iron, brass, aluminum and bronze) Middletown

Foundry Riddles
John P Smith Co The 423-33 Chapel St New Haven

Furnaces
Rolock Inc (brass, galvanized, steel) Southport

Furnace Linings
Home Heating Service Inc (warm air oil fired) South Norwalk

Furniture Pads
Mullite Refractories Co The Shelton

Gage Blocks
Gilman Brothers Company The Gilman

Gage Blocks
Fonda Gage Company (Fonda lifetime-carbide and steel) Stamford

Galvanizing
Malleable Iron Fittings Co Branford
Wilcox Crittenden & Co Inc Middletown

Galvanizing & Electrical Plating
Gillette-Vibber Co The New London

Gaskets
Auburn Manufacturing Company The (from all materials) Middletown
Raybestos Div of Raybestos-Manhattan Inc The Bridgeport

Gauges
American Standard Co Plantsville
Bristol Co The (pressure and vacuum—recording automatic control) Waterbury
Fonda Gage Company (special) Stamford
Helicoid Gage Division American Chain & Cable Co Inc Bridgeport
Manning Maxwell & Moore Inc Bridgeport

Gears—Reverse & Reduction for Motor Boats
Snow-Nabstedt Gear Corp The New Haven

Gears and Gear Cutting
Hartford Special Machinery Co The Hartford

General Plating
Chromium Process Co The (copper, nickel, chromium and cadmium plating) Derby

Glass and China
Rocknell Silver Co The (silver decorated) Meriden

Glass Blowing
Macalaster Bicknell Company New Haven

Glass Coffee Makers
Silex Co The 80 Pliny St Hartford

Glass Cutters
Fletcher Terry Co The Box 415 Forestville

Golf Equipment
Horton Mfg Co The (clubs, shafts, balls, bags) Bristol

Governors
Pickering Governor Co The (speed regulating, centrifugal, hydraulic) Portland

Greeting Cards
A D Steinback & Sons Inc New Haven

Grinding
Centerless Grinding Co Inc The (Precision custom grinding; centerless, cylindrical, surfaces, internal and special) 19 Staples St Bridgeport

Grinding Machines
Hartford Special Machinery Co The (gears, threads, cams and splines) Hartford
Rowbottom Machine Company Inc (cam) Waterbury

Grommets
Plume & Atwood Mfg Co The (brass and zinc) Waterbury

Hand Tools
Bridgeport Hdwe Mfg Corp The (nail pullers, scout axes, box opening tools, trowels, coping saws, putty knives) Bridgeport

James J Ryan Tool Works The (screw drivers, machinists' punches, cold chisels, scratch awls and nail sets) Southington

Peck Stow & Wilcox Co The (Bit braces, chisels, dividers, draw knives, hammers, pliers, squares, snips, wrenches) Southington

Hardware
Bassick Company The (Automotive) Bridgeport
Hall Mfg Co (bridge table) Ansonia

P & F Corbin Division The American Hardware Corp (Builders) New Britain

Wilcox Crittenden & Co Inc (marine heavy and industrial) Middletown

Yale & Towne Manufacturing Company The (builders) Stamford

Hardware—Trailer Cabinet
Excelsior Hardware Co The Stamford

Hardware, Trunk & Luggage
Corbin Cabinet Lock Div American Hardware Corp New Britain

I H Sessions & Son Bristol
Yale & Towne Manufacturing Company The Stamford

Hat Machinery
Doran Brothers Inc Danbury

Health, Surgical & Orthopedic Supports
Berger Brothers Company The (custom made for back, breast and abdomen) New Haven

Heat Treating
A F Holden Co The 52 Richard St West Haven
Bennett Metal Treating Co The Elmwood
1945 New Britain Ave Shelton

Driscoll Wire Company The Shelton
New Britain-Gridley Machine Division The New Britain Machine Co New Britain
Stanley P Rockwell Co Inc The 296 Homestead Ave Hartford

Heat-Treating Equipment
A F Holden Company The 52 Richard Street West Haven (Main Plant)

Autoyre Company The Oakville
Stanley P Rockwell Co Inc The (commercial) 2996 Homestead Ave Hartford

Wallace Barnes Co The Div Associated Spring Corp Bristol

Heat Treating Salts and Compounds
A F Holden Company The 52 Richard Street West Haven
Mitchell-Bradford Chemical Co Bridgeport

Heating Apparatus
Miller Company The (domestic oil burners and heating devices) Meriden

Hex-Socket Screws
Allen Manufacturing Co The Hartford

Highway Guard Rail Hardware
Malleable Iron Fittings Co Branford

Hinges
Homer D Bronson Company Beacon Falls

Hobs and Hobbings
ABA Tool & Engineering Co Manchester (Advt.)

IT'S MADE IN CONNECTICUT

Hoists and Trolleys
Union Mfg Company New Britain

Hose Supporter Trimmings
Hawie Mfg Co The (So-Lo Grip Tabs) Bridgeport

Hospital Signal Systems
Connecticut Telephone & Electric Division of Great American Industries Inc Meriden

Hot Water Heaters
Petroleum Heat & Power Co (Instantaneous domestic oil burner) Stamford

Hydraulic Brake Fluids
Eis Manufacturing Co Middletown

Industrial Finishes
Zapon Div Atlas Powder Co Stamford

Industrial and Marking Tapes
Seamless Rubber Company The New Haven

Infra-Red Equipment
Leeds Electric and Mfg Co The Hartford

Insecticides
American Cyanamid & Chemical Corp Waterbury

Insecticide Bomb
Bridgeport Brass Company (Acr*a*sol) Bridgeport

Insulated Wire Cords & Cable
Kerite Insulated Wire & Cable Co Inc The Seymour

Instruments
J-B-T Instruments Inc (Electrical and Temperature) New Haven

Insulation
Gilman Brothers Co The Gilman

Insulating Refractories
Mullite Refractories Co The Shelton

Inter-Communications Equipment
Connecticut Telephone & Electric Division of Great American Industries Inc Meriden

Jacquard
Case Brothers Inc Manchester

Japanning
J H Sessions & Son Bristol

Jib Borer
Moore Special Tool Co (Moore) Bridgeport

Jig Boring
American Standard Co Plantville

Jig Grinder
Parsons Tool Inc New Britain

Jigs and Fixtures
Moore Special Tool Co (Moore) Bridgeport

Jointing
American Standard Co Plantville

Key Blanks
Raybestos Div of Raybestos-Manhattan Inc The (compressed sheet) Bridgeport

Corbin Cabinet Lock Div American Hardware Corp
New Britain

Graham Mfg Co The
Derby

Yale & Towne Manufacturing Company The
Stamford

Labels
J & J Cash Inc (Woven) South Norwalk

Label Moisteners
Better Packages Ins Shelton

Laboratory Equipment
Eastern Engineering Co New Haven

Laboratory Supplies
Macalaster Bicknell Company New Haven

Lacquers & Synthetic Enamels
Zapon Div Atlas Powder Co Stamford

Ladders
A W Flint Co 196 Chapel St New Haven

Lamp Shades
Verplex Company The Essex

Lamps
Rostand Mfg Company The (brass, colonial style & brass candlesticks) Milford

Lathes
Bullard Company The (vertical turret cutmaster and Mult-Au-Matic, vertical multi-spindle) Bridgeport

Leather
Herman Roser & Sons Inc (Genuine Pigskin) Glastonbury

Geo A Shepard & Sons Co The
(sheepskin, shoe upper, garment, grain and suede) Bethel

Leather Goods Trimmings
G E Prentice Mfg Co The New Britain

Leather, Mechanical
Auburn Manufacturing Company The (packings, cubs, washers, etc.) Middletown

Letterheads
Lehman Brothers Inc (designers, engravers, lithographers) New Haven

Lighting Equipment
Miller Co The (Miller, Duplexalite, Ivanhoe) Meriden

Waterbury Companies Inc
Waterbury

Lightning Protection
Edward H Brown Hartford & New Haven

Lithographing
New Haven Printing Company The New Haven

Locks—Banks
Yale & Towne Manufacturing Company The Stamford

Locks—Builders
Yale & Towne Manufacturing Company The Stamford

Locks—Cabinet
Corbin Cabinet Lock Div American Hardware Corp New Britain

Excelsior Hardware Co The
Stamford

Yale & Towne Manufacturing Company The
Stamford

Locks—Special Purpose
Yale & Towne Manufacturing Company The Stamford

Locks—Suit-Case and Trimmings
Corbin Cabinet Lock Div American Hardware Corp New Britain

Excelsior Hardware Co The
Stamford

Locks—Trunk
Yale & Towne Manufacturing Company The Stamford

Excelsior Hardware Co The
Stamford

Yale & Towne Manufacturing Company The
Stamford

Locks—Zipper
Excelsior Hardware Co The Stamford

Loom—Non-Metallic
Wiremold Company The Hartford

Luggage Fabric
Falls Company The Norwich

Lumber & Millwork Products
City Lumber Co of Bridgeport Inc Bridgeport

Machinery
Fenn Manufacturing Company The (Special) Hartford

Hallden Machine Company The (mill)
Thomaston

Peck Stow & Wilcox Co The
(Machines & tools for sheet metal fabrication—manually & power operated) Southington

Standard Machinery Co The (bookbinders)
Mystic

Torrington Manufacturing Co The (mill)
Torrington

Machinery Dealers & Rebuilders
Botwinik Brothers New Haven

J L Lucas and Son
Fairfield

Machinery Dealers Inc
New Haven

Machines
Andrew C Campbell Div American Chain & Cable Co Inc (cutting & nibbling) Bridgeport

Patent Button Company The
Waterbury

Special Devices Inc (Special, new developments, engineering, design and construction)
Berlin

Machines—Automatic
A H Nilson Mach Co The (Special) Bridgeport

Globe Tapping Machine Company (dial type drilling and tapping)
Bridgeport

Machines—Automatic Chucking
New Britain-Gridley Machine Division

The New Britain Machine Co (multiple spindle and double end)
New Britain

Machines—Automatic Screw
New Britain-Gridley Machine Division

The New Britain Machine Co (single and multiple spindle)
New Britain

Machines—Forming
A H Nilson Mach Co The (four-slide wire and ribbon stock) Bridgeport

Machines—Precision Boring
New Britain-Gridley Machine Division

The New Britain Machine Co
New Britain

Machine Work
Fenn Manufacturing Company The (precision parts) Hartford

Hartford Special Machinery Co The (contract work only)
Hartford

LaPointe Plascomold Corp The (precision on molds, tools, dies, etc.)
Unionville

National Sherardizing & Machine Co (job)
Hartford

Parker Stamp Works Inc The (Special)
Hartford

Torrington Manufacturing Co The (special rolling mill machinery)
Torrington

Machines—Paper Ruling
John McAdams & Sons Inc Norwalk

Magnets
Cinaudagraph Div The Indiana Steel Products Co Stamford

Mail Boxes, Apartment & Residential
Corbin Cabinet Lock Div American Hardware Corp New Britain

Mailing Machines
Pitney-Bowes Inc Stamford

Manganese Bronze Ingot
Whipple and Choate Company Bridgeport

Marine Engines
Kilborn-Sauer Company (running lights and searchlights) Fairfield

Lathrop Engine Co The
Mystic

Marine Equipment
Rostand Mfg Co The (portlights, deck, cabin sailboat hardware) Milford

Wilcox Crittenden & Co Inc
Middletown

Marking Devices
Hoggson & Pettis Mfg Co The New Haven

Parker Stamp Works Inc The
(steel and rubber) Hartford

Matrices
W T Barnum & Co Inc New Haven

Mattresses
Palmer Brothers Co New London

Waterbury Mattress Co
Waterbury

Mechanical Assemblies—Small
M H Rhodes Inc Hartford

Mechanics Hand Tools
Bridgeport Hdwe Mfg Corp The (screw drivers, wrenches, pliers, cold chisels, hammers, auto repair tools) Bridgeport

Metal Cleaners
Apothecaries Hall Co Waterbury

Metal Cleaning Machines
Colt's Patent Fire Arms Mfg Co Hartford

Metal Finishes
Mitchell-Bradford Chemical Co Bridgeport

Metal Finishing
National Sherardizing & Machine Co Hartford

Waterbury Plating Company
Waterbury

Metal Goods
Waterbury Companies Inc (to order) Waterbury

Metallizing
Conn Metal Finishing Co Hamden

Metal Novelties
H C Cook Co The 32 Beaver St Ansonia

Waterbury Companies Inc
Waterbury

Metal Products
State Welding Company The Hartford

Metal Products—Stampings
J H Sessions & Son Bristol

Scovill Manufacturing Company (Made-to-Order)
Waterbury 91

Waterbury Companies Inc
Waterbury

Metal Specialties
Excelsior Hardware Co The Stamford

Metal Stampings
Autoyre Co The (Small) Oakville

Bridgeport Chain & Mfg Co
Bridgeport

DooVal Tool & Mfg Inc The
Waterbury

Excelsior Hardware Co The
Stamford

Greist Mfg Co The
503 Blake St New Haven

Hayes Metal Stampings Inc
Hartford

H C Cook Co The
32 Beaver St Ansonia

J A Otterbein Company The (metal fabrications)
Middletown

J H Sessions & Son
Bristol

LaPointe Plascomold Corp The
Unionville

Patent Button Co The
Waterbury

Plume & Atwood Mfg Co The (brass, copper and steel)
Waterbury

Saling Manufacturing Company
Unionville

Scovill Manufacturing Company
Waterbury 91

Stanley Works The
New Britain

Verplex Company The (Contract)
Essex

Waterbury Companies Inc
Waterbury

Meters—Gas
Sprague Meter Company Bridgeport

Microscope—Measuring
Lundberg Engineering Company Hartford

Milk Bottle Carriers
John P Smith Co The 423-33 Chapel St New Haven

Millboard
Raybestos Div of Raybestos-Manhattan Inc The (asbestos) Bridgeport

Milling Machines
Rowbottom Machine Company Inc (cam) Waterbury

Mill Supplies
Wilcox Crittenden & Co Inc Middletown

Millwork
Hartford Builders Finish Co Hartford

Minute Minders
Lux Clock Mfg Co The Waterbury

Mixing Equipment
Eastern Engineering Co New Haven

Monuments
Beij & Williams Co The Hartford

Motor Switches
Gaynor Electric Company Inc Bridgeport

Moulded Plastic Products
Colt's Patent Fire Arms Mfg Co Hartford

Patent Button Co The
Waterbury

Waterbury Companies Inc
Waterbury

Watertown Mfg Co The
117 Echo Lake Road Watertown (Advt.)

I T ' S M A D E I N C O N N E C T I C U T

Mouldings
Himmel Brothers Co The (architectural, metal and store front) Hamden

Moulds
ABA Tool & Engineering Co Manchester
Hoggson & Pettis Mfg Co The (steel) New Haven
114 Brewery St
Lundeborg Engineering Company (plastic) Hartford

Parker Stamps Works Inc The (compression, injection & transfer for plastics) Hartford
Sessions Foundry Co The (heat resisting for non-ferrous metals) Bristol

Napper Clothing
Standard Card Clothing Co The (for textile mills) Stafford Springs

Nickel Anodes
Apothecaries Hall Co Waterbury
Seymour Mfg Co The Seymour

Nickel Silver
Seymour Mfg Co The Seymour
Waterbury Rolling Mills Inc (sheets, strips, rolls) Waterbury

Nickel Silver Ingot
Whipple and Choate Company The Bridgeport

Night Latches
Yale & Towne Manufacturing Company The Stamford

Non-ferrous Metal Castings
Miller Company The Meriden

Nuts, Bolts and Washers
Clark Brothers Bolt Co Milldale

Office Equipment
Pitney-Bowes Inc Stamford
Underwood Corporation Bridgeport & Hartford

Offset Printing
New Haven Printing Company The New Haven

Oil Burners
Miller Company The (domestic) Meriden
Petroleum Heat & Power Co (domestic, commercial and industrial) Stamford

Sident Glow Oil Burner Corp The Hartford
1477 Park St

Oil Burner Wick
Raybestos Div of Raybestos-Manhattan Inc The Bridgeport

Oil Tanks
Norwalk Tank Co The (550 to 30 M gals., underwriters above and under ground) South Norwalk

Olives
John Magee & Co Incorporated Saybrook

Ovens
American Machine & Foundry Co New Haven

Package Sealers
Better Packages Inc Shelton

Packing
Auburn Manufacturing Company The (leather, rubber, asbestos, fibre) Middletown
Raybestos Div of Raybestos-Manhattan Inc The (rubber sheet and automotive) Bridgeport

Padlocks
Corbin Cabinet Lock Div American Hardware Corp New Britain
Yale & Towne Manufacturing Company The Stamford

Paints and Enamels
Staminit Corp The New Haven
Tredennick Paint Mfg Co The Meriden

Panta
Moore Special Tool Co (crush wheel dresser) Bridgeport

Paperboard
Connecticut Corrugated Box Div Robert Gair Co Inc Portland
New Haven Pulp & Board Co The New Haven

Paper Boxes
Atlantic Carton Corp (folding) Norwich
National Folding Box Co (folding) New Haven
New Haven Pulp & Board Co The New Haven
Robertson Paper Box Co (folding) Montville
Strouse Adler Co The New Haven

Paper Boxes—Folding and Setup
Bridgeport Paper Box Company Bridgeport
M Backes' Sons Inc Wallingford
Warner Brothers Company The Bridgeport

Paper Clips
H C Cook Co The (steel) 32 Beaver St Ansonia

Paper Tubes and Cores
Sonoco Products Co (Climax-Lowell Div) Mystic

Parallel Tubes
Sonoco Products Co (Climax-Lowell Div) Mystic

Parkerizing
Claiglow Mfg Company Portland

Passenger Transportation
Connecticut Company The (local, suburban and interurban) New Haven

Pet Furnishings
Andrew B Hendryx Co The New Haven

Pharmaceutical Specialties
Ernst Bischoff Company Inc Ivoryton

Phosphor Bronze
Miller Company The (sheets, strips, rolls) Meriden
Seymour Mfg Co The Seymour

Phosphor Bronze Ingots
Waterbury Rolling Mills Inc (sheets, strips, rolls) Waterbury

Photographic Equipment
Whipple and Choate Company The Bridgeport
Kalart Company Inc Stamford

Photo Reproduction
New Haven Printing Company The New Haven

Piano Repairs
Pratt Read & Co Inc (keys and action) Ivoryton

Piano Supplies
Pratt Read & Co (keys and actions, backs, plates) Ivoryton

Pickles
Goodman Brothers Meriden

Pin Up Lamps
Verplex Company The Essex

Pipe
American Brass Co The (brass and copper) Waterbury
Bridgeport Brass Co (brass & copper) Bridgeport

Chase Brass & Copper Co (red brass and copper) Waterbury
Crane Company (fabricated) Bridgeport
Howard Co (cement well and chimney) New Haven

Pipe Fittings
Corley Co Inc The (300# AAR) Plainville
Malleable Iron Fittings Co Branford

Pipe Plugs
Holo-Krome Screw Corporation The (counter-sunk) West Hartford

Plastic Buttons
Colt's Patent Fire Arms Mfg Co Hartford
Waterbury Companies Inc Waterbury

Plasticrete Bloc
Plasticrete Corp Hamden

Plastic—Moulders
Conn Plastics Waterbury
Geo S Scott Mfg Co The Wallingford
LaPointe Plascomold Corp The (custom work of compression type) Unionville

Watertown Mfg Co The Watertown
Waterbury Companies Co Waterbury

Plastics—Moulds & Dies
Parker Stamp Works Inc The (for plastics) Hartford

Platers
Christie Plating Co Groton
Patent Button Co The Waterbury
Plainville Electro Plating Co The Plainville
Waterbury Plating Company Waterbury

Platers—Chrome
Hartford Chrome Corporation The Hartford
Nutmeg Chrome Corporation Hartford
Plainville Electro Plating Co The Plainville

Platers' Equipment
Apothecaries Hall Company Waterbury
MacDermid Incorporated Waterbury

Plating
Conn Metal Finishing Co Hamden

Plumbers' Brass Goods
Bridgeport Brass Co Bridgeport
Keeney Mfg Co The (special bends) Newington

Plumbing Specialties
Scovill Manufacturing Company Waterbury 48

Pole Line
John M Russell Mfg Co Inc Naugatuck

Polishing Wheels
Malleable Iron Fittings Co Branford

Poly Chokes
Williamsville Buff Mfg Co The Danielson

Poly Choke Company The (a shotgun choking device) Tariffville

Postage Meters
Pitney-Bowes Inc Stamford

Precious Metals
J M Ney Company The (for industry) Hartford

Prefabricated Buildings
City Lumber Co of Bridgeport Inc The Bridgeport

Preserves
Goodman Bros (and jellies) Meriden

Press Buttons
Gaynor Electric Company Inc Bridgeport

Presses
Henry & Wright Manufacturing Company The (automatic mechanical) Hartford
Standard Machinery Co The (plastic molding, embossing, and die cutting) Mystic

Press Papers
Case Brothers Inc Manchester

Pressure Vessels
Norwalk Tank Co Inc The (unfired to ASME Code Par U 69-70) South Norwalk

Printing
Case Lockwood & Brainard Co The Hartford
Heminway Corporation The Waterbury
Hunter Press Hartford

Printing Presses
New Haven Printing Company The New Haven
Taylor & Greenough Co The Hartford
T B Simonds Inc Hartford

Printing Presses
Walker-Rackliff Company The New Haven
Banthin Engineering Co (automatic) Bridgeport

Printing Rollers
Chambers-Storck Company Inc The (engraved) Norwich

Production Control Equipment
United Cinephone Corporation Torrington
Wassell Organization (Produce-Trol) Westport

Propellers—Aircraft
Hamilton Standard Propellers Div United Aircraft Corp East Hartford

Propeller Fan Blades
Torrington Manufacturing Co The Torrington

Pumps
Yale & Towne Manufacturing Company The (Tri-rotor) Stamford

Pumps—Small Industrial
Eastern Engineering Co New Haven

Punches
Hoggson & Pettis Mfg Co The (ticket & cloth) 141 Brewery St New Haven

Putty Softeners—Electrical
Fletcher Terry Co The Box 415 Forestville

Pyrometers
Bristol Co The (recording and controlling) Waterbury

Quartz Crystals
Crystal Research Laboratories Inc Hartford

Radiation-Finned Copper
G & O Manufacturing Company The New Haven

Railroad Equipment
Vulcan Radiator Co The (steel and copper) Hartford

Railroad Equipment
Rostand Mfg Co The (baggage racks and mirrors for passenger cars) Milford

Rayon Specialties
Hartford Rayon Corporation The Rocky Hill

Rayon Yarns
Hartford Rayon Corporation The Rocky Hill

Reamers
O K Tool Co Inc The (inserted tooth) 33 Hull St Shelton

Recorders
Bristol Co The (automatic controllers, temperature, pressure, flow, humidity) Waterbury

Refractories
Howard Company New Haven

Regulators
Norwalk Valve Company (for gas and air) South Norwalk

Resistance Wire
C O Jelliff Mfg Co The (nickel, chromium) kanthal) Southport

Respirators
American Optical Company Safety Division Putnam

Retainers
Hartford Steel Ball Co The (bicycle & automotive) Hartford

Riveting Machines
Grant Mfg & Machine Co The Bridgeport
H P Townsend Manufacturing Co The Hartford

Rivets
L-R Mfg Div of The Ripley Co Torrington
Raybestos Div of Raybestos-Manhattan Inc The (brake service equipment) Bridgeport

Rivets
Blake & Johnson Co The (brass, copper and non-ferrous) Waterville
Clark Brothers Bolt Co Milldale
Chromium Process Company The Shelton

Rivets
Connecticut Manufacturing Company The Waterbury

Rivets
J H Session & Sons
Plume & Atwood Mfg Co The (brass and copper) Waterbury

Rivets
Raybestos Div of Raybestos-Manhattan Inc The (brass and aluminum tubular and solid copper) Bridgeport
Raybestos Div of Raybestos-Manhattan Inc The (iron) Bridgeport (Advt.)

I T ' S M A D E I N C O N N E C T I C U T

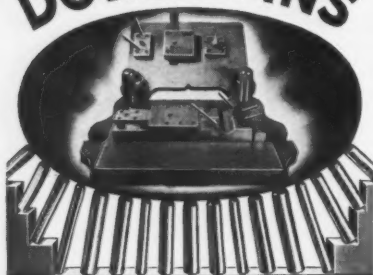
Rods		Seasoning		Springs—Furniture	
Bristol Brass Corp The (brass and bronze)	Bristol	Maggi Co Inc (Maggi's)	New Milford	Owen Silent Spring Co Inc	Bridgeport
Roller Skates		Sewing Machines		Springs—Wire	
Scovill Manufacturing Company (Brass and Bronze)	Waterbury 91	Greist Mfg Co The (Sewing machine attachments)	503 Blake St New Haven	Colonial Spring Corporation The	Hartford
Rubber Chemicals		Shaving Soaps		Connecticut Spring Corporation The (compression, extension, torsion)	Hartford
Winchester Repeating Arms Company Division	New Haven	Merrow Machine Co The (Industrial)	Hartford	D R Templeman Co (Jewelry)	Plainville
Olin Industries Inc	New Haven	Singer Manufacturing Company The (industrial)	Bridgeport	J W Bernston Company (Coil and Torsion)	Plainville
Rubber Footwear		Shears		New England Spring Mfg Co	Unionville
Stamford Rubber Supply Co The ("Factice" Vulcanized Vegetable Oils)	Stamford	J B Williams Co The	Glastonbury	Wallace Barnes Co The Div Associated Spring Corp	Bristol
Rubberized Fabrics		Sheet Metal Products		Springs, Wire & Flat	
Duro-Gloss Rubber Co The	New Haven	Acme Shear Co The (household)	Bridgeport	Autoyre Company The	Oakville
Rubber Gloves		Sheet Metal Products		Stair Pads	
Goodyear Rubber Co The	Middletown	American Brass Co The (brass and copper)	Waterbury	Palmer Brothers Company	New London
United States Rubber Prod Inc (Keds, Kedettes, Gaytees, U S Royal Footwear)	Naugatuck	Merriam Mfg Co (security boxes, fitted tool boxes, tackle boxes, displays)	Durham	Stamps	
Rubber Products, Mechanical		Sheet Metal Stampings		Hoggson & Pettis Mfg Co The (steel)	141 Brewery St New Haven
Seamless Rubber Company The	New Haven	United Advertising Corp Manufacturing Division (Job and Production Runs)	New Haven	Parker Stamp Works Inc The (steel & rubber)	Hartford
Auburn Manufacturing Company The (washers, gaskets, molded parts)	Middletown	Waterbury Companies Inc	Waterbury	Stampings	
Rubbish Burners		Shipment Sealers		DooVal Tool & Mfg Inc The	Waterbury
John P Smith Co The	423-33 Chapel St New Haven	Showcase Lighting Equipment		Han-Dee Spring and Manufacturing Co The (Small)	Hartford
Safety Clothing		Shower Stalls		Stampings—Small	
American Optical Company Safety Division	Putnam	Dextone Company	New Haven	Greist Manufacturing Co The	New Haven
Safety Fuses		Signals		I. C White Company The	Waterbury
Ensign-Bickford Co The (mining & detonating)	Simsbury	H C Cook Co The (for card files)	Ansonia	Rogers Corporation (Fibre Cellulose Paper)	Manchester
Safety Gloves and Mittens		Silks		Scovill Manufacturing Company	Waterbury 91
American Optical Company Safety Division	Putnam	Cheney Brothers	South Manchester	Wallace Barnes Co The Div Associated Spring Corp	Bristol
Safety Goggles		Sizing and Finishing Compounds		Waterbury Companies Inc	Waterbury
American Optical Company Safety Division	Putnam	American Cyanamid & Chemical Corp	Waterbury	Steel	
Sandblasting		Slide Fasteners		Stanley Works The (hot and cold rolled strip)	New Britain
Beij & Williams Co The	Hartford	Shoe Hardware Div U S Rubber Company (Kwik zippers)	Waterbury	Steel Castings	
Saw Blades		Smoke Stacks		Hartford Electric Steel Co The (carbon and alloy steel)	540 Flatbush Ave Hartford
Capewell Mfg Co The (Hack Saw, Band Saw)	Hartford	J B Williams Co The (industrial soaps, toilet soaps, shaving soaps)	Glastonbury	Malleable Iron Fittings Co	Brantford
Saws, Band, Metal Cutting		Soap		Nutmeg Crucible Steel Co	Brantford
Atlantic Saw Mfg Co	New Haven	Solder—Soft		Steel—Cold Rolled Spring	
Scales—Industrial Dial		Special Machinery		Wallace Barnes Co The Div Associated Spring Corp	Bristol
Kron Company The	Bridgeport	Boesch Mfg Co Inc (designed and built)	Danbury	Steel—Cold Rolled Stainless	
Scissors		Henry & Wright Manufacturing Company The	Hartford	Wallingford Steel Company	Wallingford
Acme Shear Company The	Bridgeport	H P Townsend Mfg Company The	Hartford	Steel—Cold Rolled Strip and Sheets	
Screw Caps		Lundeberg Engineering Company	Hartford	Wallingford Steel Company	Wallingford
Weimann Bros Mfg Co The (small for bottles)	Derby	National Sherardizing & Machine Co (mandrels & stock shells for rubber industry)	Hartford	Steel Goods	
Screws		Special Parts		Merriam Mfg Co (sheets products to order)	Durham
Atlantic Screw Work (wood)	Hartford	Greist Mfg Co The (small machines, especially precision stampings)	New Haven	Waterbury Companies Inc	Waterbury
Blake & Johnson Co The (machine and wood)	Waterville	Special Industrial Locking Devices		Steel—Magnetic	
Charles Parker Co The (wood)	Meriden	Corbin Cabinet Lock Div American Hardware Corp	New Britain	Cinaudagraph Div The Indiana Steel Products Co (Permanent)	Stamford
Chromium Process Company The	Shelton	Special Tools & Dies		Steel Strapping	
Clark Brothers Bolt Co	Milford	Lundeberg Engineering Company	Hartford	Stanley Works The	New Britain
Connecticut Mfg Co The (machine)	Waterbury	Spinnings		Steel—Structural	
Corbin Screw Div American Hardware Corp	New Britain	Gray Manufacturing Company The	Hartford	Berlin Construction Co Inc The (fabricated)	Berlin
Screw Machine Accessories		Sponge Rubber		Stereotypes	
Holo-Krome Screw Corporation The (socket set and socket cap)	West Hartford	Sponge Rubber Products Co The	Shelton	W T Barnum & Co Inc	New Haven
Scovill Manufacturing Company	Waterbury 91	Spreads		Stop Clocks, Electric	
Screw Machines		Palmer Brothers Company	New London	H C Thompson Clock Co The	Bristol
H P Townsend Mfg Company The	Hartford	Spring Coiling Machines		Straps, Leather	
Screw Machine Products		Torrington Manufacturing Co The	Torrington	Auburn Manufacturing Company	The (textile, industrial, skate, carriage)
Apex Tool Co Inc The	Bridgeport	Spring Units		Studio Couches	
Blake & Johnson Co The	Waterville	Owen Silent Spring Co Inc (mattresses and furniture)	Bridgeport	Waterbury Mattress Co	Waterbury
Bristol Screw Corporation	Plainville	Spring Washers		Super Refractories	
Centerless Grinding Co Inc The (Heat treated and ground type only)	Bridgeport	Wallace Barnes Co The Div Associated Spring Corp	Bristol	Mullite Refractories Co The	Shelton
19 Staples Street	Bridgeport	Springs—Coil & Flat		Surface Metal Raceways & Fittings	
Connecticut Manufacturing Company The		Han-Dee Spring and Manufacturing Co The (Coil and Flat)	Hartford	Wiremold Company The	Hartford
Corbin Screw Div American Hardware Corp	Waterbury	Humason Mfg Co The	Forestville	Surgical Dressings	
Eastern Machine Screw Corp The		Peck Spring Co The	Plainville	Acme Cotton Products Co Inc	East Killingly
Truman & Barclay Sts	New Haven	Wallace Barnes Co The Div Associated Spring Corp	Bristol	Seamless Rubber Company The	New Haven
Greist Mfg Co The (Up to 1 1/4" capacity)		Springs—Flat		Surgical Rubber Goods	
Humason Mfg Co The	Forestville	Wallace Barnes Co The Div Associated Spring Corp	Bristol	Rockbestos Products Corp (asbestos insulated)	New Haven
Lowe Mfg Co The	Wethersfield	Synchronous Motors		Switchboards Wire and Cables	
Nelson's Screw Machine Products	Plantsville	R W Cramer Company Inc The	Centerbrook	Tanks	
New Britain Machine Company The		Tape		Bigelow Company The (steel)	New Haven
Olson Brothers Company (up to 3/4" capacity)	Plainville	Tap Extractors		Storts Welding Company (steel and alloy)	Meriden
Peck Spring Co The	Waterbury	Tape		Tanks	
Plume & Atwood Mfg Co The	Waterbury 91	Sealing Tape Machines		Russell Mfg Co The	Middletown
Scovill Manufacturing Company	Waterbury	Sealing Tape Machines		Tap Extractors	
Wallace Metal Products Co Inc	New Haven	Sealing Tape Machines		Walton Co The	94 Allyn St Hartford (Advt.)
Watkins Manufacturing Co Inc	Milford	Sealing Tape Machines		Sealing Tape Machines	
Waterbury Machine Tools & Products Co (B & S & Swiss type automatic)	Waterbury	Sealing Tape Machines		Sealing Tape Machines	
Screw Machine Tools		Sealing Tape Machines		Sealing Tape Machines	
Somma Tool Co (precision circular form tools)	Waterbury	Sealing Tape Machines		Sealing Tape Machines	
Sealing Tape Machines		Sealing Tape Machines		Sealing Tape Machines	
Better Packages Inc	Shelton	Sealing Tape Machines		Sealing Tape Machines	

IT'S MADE IN CONNECTICUT

Taps, Collapsing		
Geometric Tool Co The	New Haven	
Tarred Lines		
Brownell & Co Inc	Moodus	
Tea		
Upham Food Products Inc	package and tea balls	Hawleyville
Telemetering Instruments		
Bristol Co The	Waterbury	
Textile Machinery		
Merrrow Machine Co The	2814 Laurel St	Hartford
Textile Mill Supplies		
Ernst Bischoff Company Inc	Ivoryton	
Textile Processors		
American Dyeing Corporation	(rayon, acetate)	Rockville
Aspinook Corp The	(cotton)	Jewett City
Therapeutic Equipment		
Airadio Incorporated	Stamford	
Thermometers		
Bristol Co The	(recording and automatic control)	Waterbury
Manning Maxwell & Moore Inc	Bridgeport	
Thermostats		
Bridgeport Thermostat Company Inc	(automatic)	Bridgeport
Thin Gauge Metals		
Thinsheet Metals Co The	(plain or tinned in rolls)	Waterbury
Thread		
American Thread Co The	Willimantic	
Gardiner Hall Jr Co The	(cotton sewing)	South Willington
Lloyd E Cone Thread Co The	(industrial cotton sewing)	Moodus
Max Pollack & Co Inc	Groton and Willimantic	
Wm Johl Manufacturing Co	Mystic	
Threading Machines		
Grant Mfg & Machine Co The	(double and automatic)	Bridgeport
Time Recorders		
Stromberg Time Corp	Thomaston	
Timers, Interval		
H C Thompson Clock Co The	Bristol	
R W Cramer Company Inc The	Centerbrook	
Timing Devices		
R W Cramer Company Inc The	Centerbrook	
Seth Thomas Clocks	Thomaston	
United States Time Corporation The	Waterbury	
Timing Devices & Time Switches		
M H Rhodes Inc	Hartford	
Tinning		
Thinsheet Metals Co The	(non-ferrous metals in foil)	Waterbury
Wilcox Crittenden & Co Inc	Middletown	
Tool Designing		
American Standard Co	Plantsville	
Tools		
Hoggson & Pettis Mfg Co The	(rubber workers)	141 Brewery St
O K Tool Co Inc The	(inserted tooth metal cutting)	33 Hull St Shelton
Tools & Dies		
Moore Special Tool Co	Bridgeport	
Tools, Dies & Fixtures		
Fonda Gage Company (also jigs)	Stamford	
Greist Mfg Co The	New Haven	
Parker Stamp Works Inc The	(special)	Hartford
Tools, Hand & Mechanical		
Bridgeport Hardware Mfg Corp The	(screw drivers, nail pullers, box tools, wrenches, auto tools, forgings & specialties)	Bridgeport
Toys		
A C Gilbert Company	New Haven	
Geo S Scott Mfg Co The	Wallingford	
Gong Bell Co The	East Hampton	
N N Hill Brass Co The	East Hampton	
Waterbury Companies Inc	Waterbury	
Trucks—Industrial		
George P Clark Co	Windsor Locks	
State Welding Company The	Hartford	
Trucks—Lift		
Excelsior Hardware Co The	Stamford	
George P Clark Co	Windsor Locks	
Trucks—Skid Platforms		
Excelsior Hardware Co The	(lift)	Stamford
Tube Bending		
American Tube Bending Co Inc	New Haven	
Tube Clips		
H C Cook Co The	(for collapsible tubes)	32 Beaver St
Weimann Bros Mfg Co The	(for collapsible tubes)	Ansonia
		Derby
Tubing		
American Brass Co The	(brass and copper)	Waterbury
Scovill Manufacturing Company	(Brass and Copper)	Waterbury 91
Tubing—Heat Exchanger		
Scovill Manufacturing Company	Waterbury 91	
Typewriters		
Royal Typewriter Co Inc	Hartford	
Underwood Corporation	Hartford	
Typewriters—Portable		
Underwood Corporation	Hartford	
Typewriter Ribbons and Supplies		
Underwood Corporation	Hartford and Bridgeport	
Undercleanser Rolls		
Sonoco Products Co	(Climax-Lowell Div)	Mystic
Union Pipe Fittings		
Corley Co Inc The	(300# AAR)	Plainville
Upholstery Fabrics—Woolen & Worsted		
Broad Brook Company	(automobile, airplane, railroad)	Broad Brook
Vacuum Bottles and Containers		
American Thermos Bottle Co	Norwich	
Vacuum Cleaners		
Spencer Turbine Co The	Hartford	
Valves		
Norwalk Valve Company	(sensitive check valves)	South Norwalk
Valves—Automatic Air		
Beaton & Cadwell Mfg Co	New Britain	
Valves—Automobile Tire		
Bridgeport Brass Company	Bridgeport	
Valves—Radiator Air		
Bridgeport Brass Company	Bridgeport	
Valves—Relief & Control		
Beaton & Cadwell Mfg Co	New Britain	
Valves—Safety & Relief		
Manning Maxwell & Moore Inc	Bridgeport	
Varnishes		
Staminite Corp The	New Haven	
Velvets		
Leiss Velvet Mfg Co Inc The	Willimantic	
Velvet Textile Corporation The	(velveteen), West Haven	
Ventilating Systems		
Colonial Blower Company	Hartford	
Connecticut Blower Company	Hartford	
Vibrators—Pneumatic		
New Haven Vibrator Company	(industrial)	New Haven
Vises		
Charles Parker Co The	Meriden	
Fenn Manufacturing Company The	(Quick-Action Vises)	Hartford
Washers		
American Felt Co (felt)	Glenville	
Auburn Manufacturing Company The	(all materials)	Middletown
Blake & Johnson The	(brass, copper & non-ferrous)	Waterville
Clark Brothers Bolt Co	Milldale	
J H Sessions & Son	Bristol	
Plume & Atwood Mfg Co The	(brass & copper)	Waterbury
Raybestos Div of Raybestos-Manhattan Inc The	(clutch washers)	Bridgeport
Saling Manufacturing Company	(made to order)	Unionville
Sessions Foundry Co The	(east iron)	Bristol
Watches		
Benrus Watch Co	30 Cherry St Waterbury	
New Haven Clock and Watch Co The	(pocket & wrist)	New Haven
United States Time Corporation The	Waterbury	
Waterproof Dressings for Leather		
Viscol Company The	Stamford	
Wedges		
Saling Manufacturing Company	(hammer & axe)	Unionville
Welding		
G E Wheeler Company	(Fabrication of Steel & Non-Ferrous Metals)	New Haven
Industrial Welding Company	(Equipment Manufacturers—Steel Fabricators)	Hartford
Porcupine Company The	Bridgeport	
State Welding Company The	Hartford	
Welding—Lead		
Storts Welding Company	(tanks and fabrication)	Meriden
Welding Rods		
Bristol Brass Co The	(brass & bronze)	Bristol
Wheels		
Hall Mfg Co	Ansonia	
Wheels—Industrial		
George P Clark Co	Windsor Locks	
Wicks		
Auburn Manufacturing Company The	(felt, asbestos)	Middletown
Raybestos Div of Raybestos-Manhattan Inc The	(oil burner wicks)	Bridgeport
Russell Mfg Co The	Middletown	
Wire		
Atlantic Wire Co The	(steel)	Brantford
Bartlett Hair Spring Wire Co The	(Hair Spring)	North Haven
Bristol Brass Corp The	(brass & bronze)	Bristol
Driscoll Wire Co The	(steel)	Shelton
Hudson Wire Co	Winsted Div (insulated & enameled magnet)	Winsted
Platt Bros & Co The	(zinc wire)	Winsted
P O Box 1030	Waterbury	
Rockbestos Products Corp	(asbestos insulated)	New Haven
Scovill Manufacturing Company	Brass, Bronze and Nickel Silver)	Waterbury 91
Wire Arches and Trellis		
John P Smith Co The	423-33 Chapel St	New Haven
Wire Baskets		
Rolock Inc	(for acid, heat, degreasing)	Fairfield
Wire Cable		
Bevin-Wilcox Line Co The	(braided)	East Hampton
Wire Cloth		
C O Jelliff Mfg Co The	(all metals, all meshes)	Southport
John P Smith Co The	423-33 Chapel St	New Haven
Rolock Incorporated	Fairfield	
Wire Drawing Dies		
Waterbury Wire Die Co The	Waterbury	
Wire Dipping Baskets		
John P Smith Co The	423-33 Chapel St	New Haven
Wire—Enameled Magnet		
Sweet Wire Co	Winsted	
Wire Formings		
Autyre Co The	Oakville	
Verplex Company The	Essex	
Wire Forms		
Colonial Spring Corporation The	Hartford	
Connecticut Spring Corporation The	Hartford	
Isumson Mfg Co The	Forestville	
New England Spring Mfg Co	Unionville	
Wallace Barnes Co The	Div Associated Spring Corp	Bristol
Wire Goods		
American Buckle Co The	(overall trimmings)	West Haven
Patent Button Co The	Waterbury	
Scovill Manufacturing Company	(To Order)	Waterbury 91
Wiremolding		
Wiremold Company The	Hartford	
Wire Products		
Clairglow Mfg Company	Portland	
Wire Reels		
A H Nilson Mach Co The	Bridgeport	
Wire Partitions		
John P Smith Co The	423-33 Chapel St	New Haven
Wire Rings		
American Buckle Co The	(pan handles and tinners' trimmings)	West Haven
Wire Shapes		
Bridgeport Chain & Mfg Co	Bridgeport	
Wire—Specialties		
Andrew B Hendryx Co The	New Haven	
Wood Handles		
Salisbury Cutlery Handle Co The	(for cutlery & small tools)	Salisbury
Woodwork		
C H Dresser & Son Inc	(Mfg all kinds of woodwork)	Hartford
Hartford Builders Finish Co	Hartford	
Woven Awning Stripes		
Falls Company The	Norwich	
Yarns		
Aldon Spinning Mills Corporation The	(fine woolen and specialty)	Talcottville
Ensign-Bickford Co The	(jute carpet)	Simsbury
Zinc		
Platt Bros & Co The	(ribbon, strip and wire)	Waterbury
P O Box 1030	Waterbury	
Zinc Castings		
Newton-New Haven Co Inc	688 Third Ave	West Haven
	(Advt.)	

ALLEN

DOWEL PINS

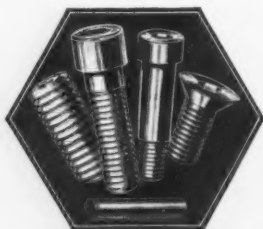


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Metallurgically in a class with ALLEN Hex-Socket Screws: — made of the same special-analysis ALLENOY steel, heat-treated to an extremely hard surface, with a core of the right toughness to prevent "mushrooming" when driven into a tight hole. . . Tensile strength, 240,000 to 250,000 lbs. per sq. inch. . . Typically the Allen high safety-factor in HOLDING-POWER.



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CONNECTICUT EXECUTIVE in his middle forties seeks opportunity to return to New England with responsibilities similar to those he has carried as executive vice president of a southern company. Successful organizer and administrator who gets things done. Experienced in finance as well as production processes, sales, public relations and labor negotiations. Address P. W. 1458.

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ADVERTISING PROCEDURE: Your secretary can be your advertising manager if she has the proper records, controls, and files, covering your promotional activity. Simplified methods and forms, developed through twenty years with wide range of organizations, are available at moderate cost and on satisfaction guaranteed basis. Address PDS-2.

SUBCONTRACT WORK WANTED on six spindle 2 1/4" New Britain-Gridley automatic; to effect economy, the quantity must be enough to pay for setting up such a machine. Address MTA-353.

HARTFORD PLANT HAS FACILITIES available for general machining, small tool making and turret lathe work up to 3" diameter. Address MTA-357.

OPEN TIME AVAILABLE on 5 ton high speed presses. We invite inquiries for manufacturing light metal stampings for long runs. Our high speed presses can reduce your costs. Address MTA-360.

AVAILABLE CAPACITY: Small but old established machine tool builder with modern machinery and methods has open capacity for building light machinery in quantities or for doing light machine work. Long runs preferred. Address MTA-365.

WANTED: Light electrical or machine part assembling work. About 4000 sq. ft. available. New Haven area. Address MTA-366.

HAVE AVAILABLE CAPACITY for coiled springs. Wire range .004 to .080. Address MTA-367.

COMPANY ESTABLISHED in manufacture of instruments is seeking individual who has up to \$100,000 to invest. Address OW-52.

COMPANY ENGAGED in manufacture of woodworking sets is seeking executive with financial experience who has up to \$50,000 to invest. Address OW-53.

FOR SALE: 1 24 x 8 Abbott Barrel Body with End Plates and Shafts in very good condition. Address SE-1763.

FOR SALE: 18,000 8-32 x 5/16 Cadmium plated cup pointed socket head set screws; 7,600 No. 10 x 3/8 Parker Kalon type No. 2 thread forming screws, Phillips round head; 23,000 15/32 x 9/32 x 5/64 cadmium plated steel lock washers. Address SE-1777.

FOR SALE: 1 Philsol DeGreaser Unit. Portable type. Approximately 4 years old available for sale. Capacity for small screw machine work approximately 25 lbs. per load. Address SE-1787.

WANTED: Any quantity up to 200,000 lbs. cold rolled steel—1/2 hard—7 1/4" or wider x 3/16" thick. Address SE-1790.

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